Trade and Industry

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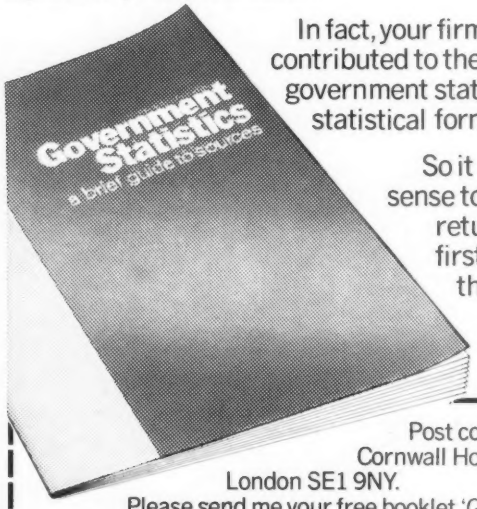

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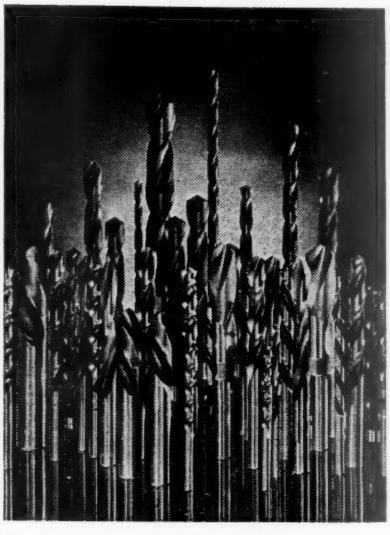

Export drills . . . This range of Dormer twist drills will be among exhibits at Britain's major export drive in Brazil in the autumn at the Sao Paulo Fair. An article on Brazil as Latin America's priority market begins on page 503. Dormer claims to be Europe's largest twist drill manufacturer.

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Home News

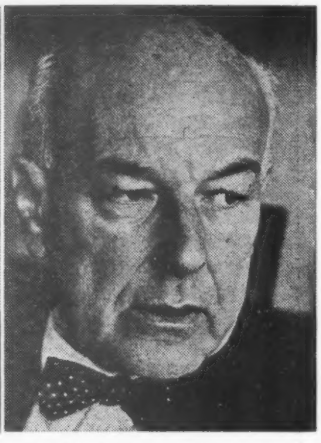
Further Ministerial appointments

Ministers of State

Eric Heffer, Department of Industry

Lord Beswick, Department of Industry

Alan Williams, Department of Prices and Consumer Protection



Lord Balogh, Department of Energy

Parliamentary Under-Secretaries

Gregor MacKenzie, Department of Industry

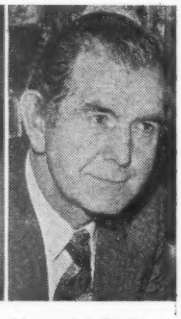
Michael Meacher, Department of Industry

Eric Deakins, Department of Trade

Stanley Clinton Davis, Department of Trade

Robert MacLennon Department of Prices and Consumer Protection

Gavin Strang, Department of Energy



Alexander Eadie, Department of Energy

The Queen's Speech – extracts

The following are points from the Queen's Speech on the opening of Parliament on 12 March.

'My Government will seek a fundamental renegotiation of the terms of entry to the European Economic Community. After these negotiations have been completed, the results will be put to the British people.

'Recognising the economic problems concerning the developing countries My Government will seek to increase the provision of aid and to establish a more liberal pattern of world trade.

'In home affairs, My Government will first seek to ensure a return to full-time working in industry. I have been able to end the state of emergency, occasioned by the coal mining dispute, which had existed since 13 November 1973, and which I had renewed by proclamation on 6 March 1974, before the dispute was settled.

'Measures will be laid before you to establish fair prices for certain key foods, with the use of subsidies where appropriate; and to restrain price inflation.

'Legislation will be introduced to reform and extend the law relating to consumer credit; and a measure will be laid before you to require goods, where appropriate, to be labelled with the price at which they are to be sold, and to provide for unit pricing.

'My Ministers will hold urgent consultations on measures to encourage the development and re-equipment of industry. A Bill will be laid before you to consolidate and develop existing legislation to promote national industrial expansion. High priority will be given to the stimulation of regional development and employment. They will develop an active manpower policy, and bring forward legislation for protecting the health and safety of people at work.

'My Ministers will set in hand urgent action to improve energy supplies, to secure their efficient use and to ensure that oil and gas from the Continental Shelf are exploited in ways and on terms which will confer maximum benefit on the community, and particularly in Scotland and the regions elsewhere in need of development. An urgent examination will be carried out of the future of the coal industry.

'Measures will be introduced to repeal the Industrial Relations Act and to replace it by new legislation which will include the establishment of a new conciliation and arbitration service.

'My Ministers will work for the protection and improvement of the environment including the improvement of public transport, and will re-appraise accordingly the value of certain major development projects.'

Industrial recovery

Jack Gill, Assistant Secretary, Industrial and Commercial Policy Division, Department of Industry

With the ending of the miners' strike attention has turned to the prospects for industrial recovery and the speed with which production can return to normal levels.

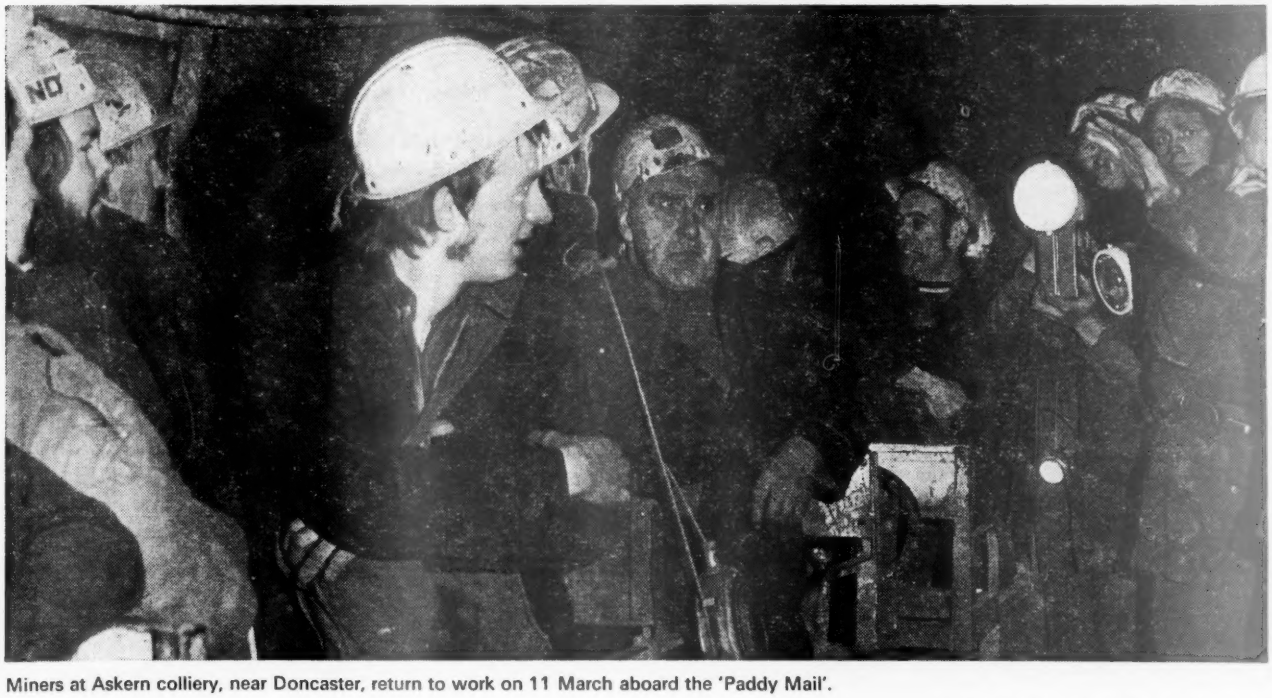
After the 1972 strike not only was there an immediate return to pre-strike levels of production in most of industry but most of the output lost during the strike was recovered in the subsequent three months – but the circumstances were rather different. Then, although there had been a full-scale strike for seven weeks, rota cuts and three-day working had only been in operation for the last two or three weeks and production during February (the month mainly affected) was only 10 per cent down; now, after a prolonged period of short-time working, industrial output is likely to be down about 20 per cent through the first quarter of 1974.

Moreover, in 1972 industry was in the trough of the business cycle with spare capacity, high unemployment and no shortages of materials or components, whereas this time industry, before the strike began, was operating close to full capacity and some shortages were emerging. The oil shortage is an additional potential constraint on industry this time; and the higher cost of oil will result in some changes in the post-strike pattern of industrial supply and demand. It therefore seems likely that industrial output will be slower to recover than in 1972 and that some of the lost output will be irretrievable.

With regard to fuel and power supplies, full power for industry has now been restored, but coal might be a constraint during the first month of recovery. Last time production reached 70 per cent of normal in the first week after the strike and 90 per cent after four weeks. There were also substantial imports of coal. This time, although production could be restored and transport by rail returned to normal quickly, there is little coal at the docks and little uncommitted coal abroad available for import. The oil supply position, it is hoped, will ease during the year but could affect output at the beginning of the recovery period, when there will be increased demand for industrial process heating. This increase in demand will to some extent be offset by reduced demand for private generators and space heating; by usage of stocks built up in some industries during short-time working; and by reduced demand in some sectors, such as the airline industry, due to increased oil prices.

Steel shortages have been the most frequently cited cause of production difficulties and steel may continue to be a constraint as BSC will take four to eight weeks to return to the normal level of production, depending on the rate of recovery of coal production and the state of BSC's coke ovens. Working capital may be another problem. Higher unit costs during the strike must have reduced profits and some firms will be running at a loss, although cash difficulties may have been masked by continuing receipts related to the previous period of high output. During the recovery period many firms will require additional capital to finance the expected surge in output and to replenish stocks.

Many key industries, including chemicals (subject to the supply of naphtha), non-ferrous metals, textiles, engineering (subject to component supplies, notably special steels), packaging and construction, are likely to recover rapidly to normal levels of production. The motor car industry, however, may take longer, since its pattern of output has been disrupted by short-time working and it is also facing falling demand – as are the textile and construction industries. In general it will take longer for industrial output to recover than in 1972 and industry will emerge into a changed economic environment dominated by the new world oil situation. But, if industry shows the same ingenuity and adaptability as it did during the strike, most sectors should be back to normal within about a month.



Miners at Askern colliery, near Doncaster, return to work on 11 March aboard the 'Paddy Mail'.

Price Commission interventions during February

In February, the Price Commission rejected 167 pre-notifications of price increases from Category I and II companies, mainly on the following grounds: failure to supply the required information; exceeding the net profit margin reference level; or the incorrect choice of a base period. Claims for 35 price increases were withdrawn by the companies concerned and, in addition, the Commission modified 57 of the pre-notifications.

Since the beginning of Stage III last November, the Commission have rejected a total of 541 pre-notifications and modified a further 148; 70 claims were withdrawn by the companies concerned. In terms of trading sector, 82 claims from food manufacturers were either rejected or withdrawn, 444 from non-food manufacturers and 85 from service industries.

During February, agreement was reached with two Category II distributors to secure price reductions amounting to some £300,000 to eliminate excess profits as revealed in their quarterly returns. Total reductions in the distributive sector of Category II to date (that is, from the beginning of Stage 2) now amount to some £9.2 million. In addition the Regional Centres of the Price Commission secured 287 voluntary price reductions from local firms during February.

The Price Commission can intervene at any time following the receipt of pre-notifications submitted by Category I and II companies, during or after the 28 and 14 day periods which must respectively elapse before the increases can be implemented. Announcements about price increases occurring after the pre-notification periods have expired, where the Commission have not intervened, are the responsibility of the companies imposing them.

Rejections

Company	Product	% increase sought
Category I		
AEI Cables Ltd.	Cables used for electric power and lighting	7.94
	Insulated power cables	29.52
Anglo-American Laundry Ltd.	Laundry charges	0.0632
Baron Instruments Ltd.	Marine electronic equipment	10.00
British Domestic Appliances Ltd.	Washing machines, cookers, refrigerators, and services	11.20
British Industrial Plastics Ltd.	Aqueous resins	4.65
Brook Motors Ltd.	Electric motors, switch gear and control gear	4.92
Cannon Industries Ltd.	Domestic appliances and chemical plant equipment	13.27
Dunlop Ltd.	Rubber components	7.00
EMI Cinemas and Leisure Ltd.	Cinema admission, restaurant, food and drink, public house food and drink etc.	10.52
GEC Diesels Ltd. Dorman Engine Division	Diesel engines and powered generating sets. Compressors and other diesel powered equipment etc.	7.00
GEC Distribution Equipment Ltd.	415v medium voltage air circuit breakers	15.90
GEC-Henley Ltd.	Electrical distribution equipment	20.04
GEC Machines Ltd.	AC cage electronic motors	14.50
GEC Machines Ltd. Mim Division AEI Ltd.	AC cage electric motors	16.10
GEC Machines Ltd.	F/HP motors	12.40
GEC Measurements Ltd.	Electrical meters, protective relays, indicating instruments	13.44
Greenwood Airvac Ventilation Ltd.	Lloydaire registers and grilles	5.70
	Brass antisyphon waste traps	25.70
	Powered fan units	4.00
	Rooflight ventilators	6.30
Humphries Film Laboratories Ltd.	Film developing and printing	10.00
ICI Ltd.	Synthetic fibres	15.00
IMI Ltd.	Titanium and titanium alloy wrought products	8.73
Kingsborn Publications Ltd.	Children's comics	20.00
	80 page annuals	13.33
	60 page annuals	14.28
	Holiday booklets	30.00
Mercantile Leasing Co. Ltd.	Rates for equipment leasing	31.74
Mullard Ltd.	Colour cathode ray tubes	18.00
	Monochrome cathode ray tubes	10.70
National Freight Corporation	Freight charges	2.165
Osram (GEC) Ltd.	Lighting fittings	10.00
PYE Telecommunications Ltd.	Mobiles, fixed stationery, base control systems, portables and pagers, broad base ICM spares	10.40
The Rank Organisation Ltd.	Labour charge out rates	9.43
Rubery Owen & Co. Ltd.	Sub-frames and chassis, motor wheels, axle cases, petrol tanks etc.	0.50
Ruston Gas Turbines Ltd.	Turbo blower products	10.00
Ruston Paxman Diesels Ltd.	Diesel engine spares	8.62
	Supply of spares to UK markets (diesel engines and process plant)	9.20
Satchwell Sunvic Ltd.	Temperature control equipment and timers	5.94
Tate & Lyle Transport Ltd.	Transport	8.45
Vauxhall Motors Ltd.	Motor vehicles	7.78
Woods of Colchester Ltd.	Industrial fans and air handling units: fan silencers and acoustic enclosures grilles and diffusers, component and sub-assemblies	12.96

Company	Product	% increase sought
Category II		
Acrow (Engineers) Ltd.	Tubular trusses, trestles, self-fix towers, clamps etc.	15.00
Addis Ltd.	Hairbrushes, nail brushes, combs and toiletries etc.	11.88
	Hardware range: domestic brushware buckets, bowls, etc	3.32
	Plastics	10.80
	Tooth brushes and denture brushes	8.90
Allweather Evode Paints Ltd.	Paints	Not specified
Amp of Great Britain Ltd.	Electrical components	7.70
Wallace Arnold Sales and Service	Labour	12.80
Thomas Ashworth & Co. Ltd.	Fire alarm equipment	8.05
Atlas Express Ltd.	Carriage of parcels and small freight	5.00
Avon Rubber Co. Ltd.	Rubber goods	4.85-51.33
Bakelite Xylonite Ltd.	Low density polyethylene	20.08
Arnold Belford Ltd.	Silicone and wax impregnated paper	11.62
Bell & Sons Ltd.	STM dairy beef protein concentrate	2.71
	Uvomin protein concentrate	5.58
	Marko aerosols	3.76
Belling & Co. Ltd.	All products (except meter boards)	8.00
Bent & Son Ltd.	Knitted garments	29.00
E. H. Bentall Ltd. (sub of Coles Cranes Ltd.)	Products for building and construction industry	15.00
The Boots Co. Ltd.	Products of Division	3.60-7.99
	Boots own products	2.47-8.65
	Pharmaceuticals, toiletries, beer kits, garden products (own goods)	1.53-38.46
	Medicated products	1.00-22.94
	Harvesan 716-5616 products	4.58-14.04
	A range of No. 7 skin etc. products	1.59-7.57
Borg-Warner Ltd. and Transmission Division	Automatic transmissions	3.46
Bowthorpe-Hellermann Ltd. Electrical Division	Electrical products	Not specified
William Briggs & Sons Ltd.	Bitumen and mastic products	23.30
	Roofing felts	11.46
Bristol United Press	Advertising rates and cover price for 'Evening Post' and 'Western Daily Press'	12.50-33.50
British Enkalon Textile Yarn Division	Textile Division products	5.74
The British Hoist & Crane Co. Ltd.	Machine tools, iron and steel products	10.00-32.60
British Relay Wireless and Television Ltd.	Hire of colour television sets	0.42
British Vita Co. Ltd.	PVC foam components	3.82
Brockhouse Forgings Ltd.	Drop forgings	10.00
Brockhouse Lightfoam Ltd.	Cladding	15.00
Burco Ltd.	Tumble dryers	6.60
Burgess Products Co. Ltd.	Exhaust silencers, airfilters and components	9.35
Charles Busfield & Co. Ltd.	Commission dyeing	5.00
Caledonian MacBrayne Ltd.	Caledonian MacBrayne fares David MacBrayne	Not specified
Canning Town Glass Works Ltd.	Glass containers	3.00
Carron Coy (Holdings) Ltd.	Cast iron baths	4.50
Carson Paripan Ltd.	All industrial and decorative paints and wood preservative products	8.60

Company	Product	% increase sought
Chubb Waldens Ltd.	Manned security services	12.10
Civil Aviation Authority	Electricity at Highland and Island airports	Not specified
Clark Equipment Ltd.	Trailer van bodies	15.00
J. A. Crabtree & Co. Ltd.	Wiring accessories, circuit breakers, control gear	7.50
Crane Ltd.	Cast iron valves etc.	9.50
	Malleable and iron castings	5.50
	Bronze valves	3.00
	Conversion sets for natural gas and heating products	3.60
Declon Foam Plastics Ltd.	Sponges	6.80
Thomas De La Rue Ltd.	Credit transfer books	8.00
Desmo Ltd.	Motor accessories	14.60
Clayton Dewandre Co. Ltd.	Reservoirs and other products	5.50
Dowty Rotol Ltd.	Aircraft accessory manufacture	11.54
Draftex Ltd.	Duplex rubber (boat seals) and related products	3.28-5.83
Dynasafe Seating Ltd.	Car seats	6.50
J. & J. Dyson Ltd.	Heat storage bricks and related products	24.20
Eldon Combing Co. Ltd.	Commission combing	16.72
English Clays Lovering Pochin & Co. Ltd.	Road haulage charges of Western Express Haulage (ECC) Ltd.	16.90
	Glover & Uglow Ltd.	
	Haul-Waste Ltd.	
	Heavy Transport (ECC) Ltd.	
English Rose Kitchens Ltd.	Kitchen equipment	12.50
Ever Ready Co. (GB) Ltd. Chemical & Carbon Products Ltd.	Flashlight cases	10.50
Ferrymasters (Ireland) Ltd.	Unit load operators	7.30
Ferranti Ltd.	Multilin units	15.00
	Smith type rent collectors (electricity meters)	Not specified
W. R. Grace Ltd.	Polyolefin films	19.60
Haddon-Oldham Ltd.	Stationary cells	23.50
Harris & Sheldon Display Ltd.	Shop equipment	11.93
Heatrae Group	Heating equipment	1.97-8.14
Hostess Furniture Ltd.	Seats, tables and lockers etc.	10.00
George H. Hughes Ltd.	Wheels (various)	2.00
Johnson & Johnson Ltd.	Toiletries and surgical dressings	1.00-36.40
Kingston Minerals Ltd.	Pumice blocks	21.00
	Dense concrete blocks	9.00
Lamb & Watt Ltd.	British wines, British wines blended with malt, whisky, liqueurs, alcoholic cordials	5.29-29.10
Laporte Industries Ltd.	Phthalic anhydride	57.05
	Organics	2.08-11.39
Lankro Chemicals Ltd.	Alkylene oxide products	9.44
	Stabilisers range	31.89
William Lee Malleable Ltd.	Malleable iron castings	2.73
Leeds Autocars Sales Service Ltd.	Service labour hours	7.00
Low & Bonar Textiles Ltd.	Jute yarns	6.71
MacBrayne Haulage Co. Ltd.	Charges on services	12.50
McCorquodale Printers Ltd.	Computer punched cards: standard	19.00
	coloured	22.00
	white	21.00
Manchester Airport	All airport charges	Not specified
Marbourn Ltd.	Electrical accessories	7.90
	Plugs, sockets, adaptors, fuses, switches, lampholders, etc.	6.00
Albert Marston & Co. Ltd.	Locks and builders hardware	5.00
May & Baker Ltd.	Bismuth Salts, Friethanolamine, Methosulphate, miscellaneous chemicals	14.92-27.00
Merck Sharp and Dohme Ltd. (Animal Health Division)	Anthelmintics	9.30-12.50
	Coccidiostats	5.00-10.00
Midland Bright Drawn Steel Ltd.	Bright drawn steel bar and wire manufacture	4.43
Mills and Allen Ltd.	Poster sites	2.50
Newman-Tonks Ltd.	Floor springs and ancillary fittings	Not specified
James North & Sons Ltd.	Industrial dry cleaning services	12.50
Nu-way Heating Plants Ltd.	Oil and gas burners	7.50
SLD Olding Ltd.	Mileage charge for service vans	37.50
Parmeko Ltd.	Transformers	10.00
Pearl and Dean Ltd.	Advertisement rates	2.50
Perkins Engines	Engines	14.32
Permanite Ltd.	Felt products	11.72
	Mastic asphalt products	19.60
Pianoforte Supplies Ltd.	Items in steel sheet and strip and stainless	5.00-11.00
Polarcold Ltd.	Sheet metal pressings and light engineering assemblies (to supply trade only)	Not specified
Rahm & Haas Ltd.	MMA	10.00
Revertex Ltd.	Sound insulation pads and mats	Not specified
The Richmond Machine Tool Co. Ltd.	Drilling machines	10.00
Ronson Products Ltd.	Repairs to lighters, shavers, hair dryers	4.50
Ronson Products Ltd. (Electrical Division)	Shavers, hair dryers, electrical toothbrushes, etc.	6.70
Christian Salvesen (Transport) Ltd.	Transport	12.75
	Transport	12.75
Serck Services Auto Service Division	Radiators (BL & Ford)	10.40
	Radiators (Jaguar, Rover and Triumph)	10.40
	Radiators (Chrysler)	8.70
	Radiators (Fordson)	12.80
	Oil coolers (all makes)	21.20
Servis Domestic Appliances Ltd.	Washing machine and tumble dryers	5.25-7.05
W. M. Sim & Sons (Paint) Ltd.	Paint and thinners	12.16
Stainless Steel Plant Ltd.	Pump bodies	5.90-10.20
Staveley Lime Products Ltd.	Haulage of hydrated lime	10.00
Stephenson Clarke Shipping Co. Ltd.	Freight rates	15.86
Osborne Stevens & Co. Ltd.	Timber pallets	9.10
Tarron Engineering Ltd.	Grease guns, grease nipples, accessories	7.09
Tay Textiles Ltd.	Polypropylene woven products	34.00
Teddington Bellows Ltd.	Expansion joints	5.50
Textron UK Ltd. & Bostitch Division	Staples, nails, associated driving machines	8.94
D. C. Thomson & Co. Ltd.	Newspaper and magazine advertising rates	8.23
Tilgate Pallets Ltd.	Timber pallets	16.19
Turner Manufacturing Co. Ltd.	Gearbox transmissions, auxiliary parts and spares (commercial vehicles)	6.82
Ulster Bus Ltd.	Fares	Not specified
	Fares	Not specified
The Union Distributing Co. Ltd.	Carriage and storage rates	5.00
Vacuumatic Ltd.	Counting machines	10.60-15.20
John Wallace Textiles Ltd.	Fine denier texturised nylon yarn	26.40
Weir Construction Ltd.	Timber framed house kits	9.30
Woodhead Manufacturing Co. Ltd.	Shock absorbers	5.12
Yorkshire Chemical Ltd.	Cherome tanning liquor	10.95

Withdrawals

Company	Product	% increase sought
Category I		
The Kenco Coffee Co. Ltd.	Instant coffee	12.47
Rollo Hardy & Co. Ltd.	Welded stainless steel tubes	4.24
Typhoo Tea Ltd.	Tea	3.16
The Wallpaper Main Partners Ltd.	Wall coverings	1.50
Category II		
Armstrong Cork Co. Ltd.	Ceiling metal grid systems	Not specified
John Beales Associated Companies	Men's, ladies' and children's fully fashioned outerwear	15.77

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Industrial and commercial property

Company	Product	% increase sought
Bendick's (Mayfair) Ltd.	Chocolates	10.34
H. P. Bulmer Ltd.	Cider	3.48
Cavenham Confectionery Ltd.	Mint crisps	6.80-7.40
	Mint crisps	6.80-7.40
CIBA Geigy (UK) Ltd.	UF liquid resins and formaldehyde based products	22.29
Decoflex Ltd.	Paper, film and polythene products	11.00
J. & J. Dyson Ltd.	Fireclay refractories	6.18
East Midlands Allied Press Ltd.	Cover charge and advertising rate of various publications	Not specified
English Tools Ltd.	Edge tools	7.80
Ferranti Ltd.	Electricity meters	16.00
General Foods Ltd.	Pet foods	9.80
Gestetner Papers Ltd.	Paper and related products	15.29
	Paper and related products	27.30
Howard Rotavator Co. Ltd.	Horticultural rotavators	10.70
	Agricultural rotavators	9.70
	Blades	18.00
	Manure spreader	12.60
Humber St. Andrews Engineering Co. Ltd.	Ship repairing	4.16
Imperial Bakeries (M/C) Ltd.	Fruited malt cake	10.53
The International Synthetic Rubber Company Ltd.	Synthetic rubber	39.83
	Synthetic latices	13.90
Lansing Bagnall Ltd.	Mechanical handling equipment	4.40
Kingsmead Carpets Ltd.	Tufted carpets	8.00-31.00
Marley Foam Ltd.	Energy absorbing products for automotive and furniture industry	3.10
Metalon Steels Ltd.	Zinc coating own material	10.31
Midland Shires Farmers Ltd.	Animal feeding stuff	1.23
Radiant Superjet Ltd.	Oil and gas burners and overhead heaters	3.30
Redfearn National Glass Ltd.	Glass containers	9.20
Rockware Glass Ltd.	Glass containers	8.75
Staveley Lime Products Ltd.	Hydrated lime – bagged	16.80
	in bulk	14.00
The Steetley Co. Ltd.	Floculant/flotation agents	10.00
Unbrako Ltd.	Fastner products	7.32
Wilot Mellor Bromley Ltd.	Hourly contract rate for machining	16.90

Modifications

Company	Product	% increase sought	% reduction made
Category I			
Advance Laundries (Eastern) Ltd.	Laundry and dry cleaning	8.88	0.76
Albright & Wilson Ltd.	Chemical products	3.52	1.77
Automotive Products Ltd.	Pressings	11.05	2.16
	Rubbers	8.18	0.91
Callard & Bowser, Nuttall Ltd.	Confectionery	11.87	1.45
J. P. Coates (UK) Ltd.	Sewing threads	10.23	2.51
Enfield Cables Ltd.	Insulated cables	11.40	5.00
Grand Metropolitan Hotels Ltd.	Apartments, food and drink	7.20	1.68
James Hayes & Sons Ltd.	Linen hire, contract laundering services	12.07	6.38
ICI Ltd.	Corvic poly vinyl chloride polymer	27.60	0.01
	Propathene	22.21	6.99
	Ammonia	£15.50 per tonne	£13.10 per tonne
J. Lyons & Co. Ltd.	Soft drinks	15.77	0.01
Milk Marketing Board	Bakers and other soft cheeses	36.13	0.84
The Nestle Co. Ltd.	Milk products and desserts	2.85	0.05
Pirelli Ltd.	Covers, tubes and flaps	8.20	0.60
RHM Bakeries Ltd.	Branded long life cakes	9.53	1.33
RHM Foods Ltd	Pack and bulk flour	13.21	0.10
Spillers-French Baking Ltd.	Long life flour confectionery for private label	14.99	0.26
Viking Alloys Ltd.	Aluminium alloy rods and wire	14.66	1.66
T. Wall & Sons (Ice Cream) Ltd. and Walls Whippy Ltd.	Ice cream	6.30	0.69
Category II			
Isaac Andrews & Sons Ltd.	Animal feedingstuffs	2.40	0.05
	Flour	9.75	0.13
Arnex Products Ltd.	Tubular steel furniture	1.25	0.87
Bentley Engineering Co. Ltd.	Knitwear machine spares	4.00	0.10
British Fish Canners	Canned fish	22.00	0.40
		51.00	
Cabot Carbon Ltd.	Carbon black	10.50	1.31
Chloride Industrial Batteries Ltd.	Industrial battery charging equipment	15.50	5.00
C. I. Autohomes Ltd.	Motorised caravans	9.76	1.53
CPC (UK) Ltd.	Manufactured resins	6.87	0.29
Eaton Ltd.	Truck transmissions, material handling equipment and security products	3.14	1.00
Elkes Biscuits Ltd.	Biscuits	13.70	0.20
Gillette Industries Ltd.	Blades, razors, toiletries, writing instruments	6.25	0.81
Hale-Trent (Holdings) Ltd.	Cakes	4.71	0.92
V. E. Hall Products Ltd.	Industrial refrigeration	10.00	1.20
Hall-Thermotank Products Ltd.	Marine and industrial air conditioning equipment (complete range)	10.00	1.00
Howard Rotavator Co. Ltd.	Horticultural rotavator	10.70	0.40
Jones Reinforcement Ltd.	Cut and bent bar reinforcement	9.76	1.06
Kraft Foods Ltd.	Retail and catering processed cheese packs	1.66	0.04
LCP Pressings Ltd.	Metal pressings	8.35	0.21
Thos. M. Nutbrown Ltd.	Kitchen and domestic equipment	10.00	2.68
Nypro (UK) Ltd.	Caprolactum feedstock	£292.80 per tonne	£59.80 per tonne
Perkins Engines Group Ltd.	Engines	7.11	0.26
Rockware Glass Ltd.	Glass containers	8.74	0.87
Shelley Textiles Ltd.	Rugs Tubble-twist	41.25	0.89
	Tangle-tuft	37.25	1.48
C. Shippam Ltd.	Chicken products	3.89	0.30
The Singer Co. (UK) Ltd. & Consumer Products Group	Domestic sewing machines, motors, parts and accessories	20.00	0.30
Somerset Timber Products Ltd. (ECC)	Standard joinery products	40.00	5.30
Tinsley Wire Industries Ltd.	Industrial and agricultural wires, wire products	2.63	0.04
Transport Terminals Southern Car Delivery	Delivery of cars and commercial vehicles	12.20	8.60
Trebor Sharps Ltd.	Sugar confectionery	4.64	0.34
Warburtons Ltd.	Bread and fermented flour confectionery	8.28	0.71
Whitworths Holdings Ltd.	Bakers and strong flours	£2.07 per sack	£0.05 per sack
Wild & Mellor Bromley Ltd.	Knitting machines	15.00	0.40
Category III			
Kingsbury Office Equipment Division	All products	15.50	4.10

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Home News

Gavin Strang outlines offshore policy – Scotland must share fully in the benefits...

'Scotland and the other areas most closely connected with the development of North Sea oil must share fully in the benefits that result. This was said on 15 March by Gavin Strang, Parliamentary Under-Secretary of State at the Department of Energy, during his first Ministerial visit to Scotland. Dr. Strang, who was speaking at the Offshore Supplies Office in Glasgow, outlined the tasks facing the Government in the development of North Sea oil and described how he saw his job in relation to those tasks.

He said: 'Offshore oil offers this country unprecedented opportunities. If correctly husbanded, it will confer long-lasting benefits on the community. My aim is to ensure that the very considerable investments which are now being made in terms of capital, technology and, not least, manpower will yield great dividends. But these dividends must be made to benefit the most deserving sectors of the community. In this sense, the claims of Scotland must be fully recognised. I regard my responsibilities for ensuring that these are met as central to the task I have been given.

'Our objective, therefore, is to obtain the maximum benefit from North Sea oil. We are all agreed on this. What we must do is give detailed thought to the best method of achieving this aim. The prospect of economic prosperity is real; the prospect for jobs is real – my task is to ensure that these prospects materialise to the full.'

...so must NE England – already work for 4,000

'The offshore supplies industry has already brought £35 million-worth of orders for over 4,000 people to the North East,' said Dr. Strang in Newcastle on 18 March. He was addressing the Oil North Conference sponsored by the North of England Development Council and Government departments.

'The North East of England contains the largest engineering conurbation on the east coast of the United Kingdom,' he said. 'I am glad that some northern firms have taken advantage of their position and are now well established as suppliers to the oil companies or their major contractors. There are 10 main contractors and major sub-contractors but there are perhaps 200 or more who are supplying a whole host of components and goods as a direct result of the offshore market. Northern orders for hardware are currently in excess of £35 million and we estimate that 4,000 to 5,000 people are now engaged full time on offshore oil work. A further 2,000 could be added to this total, if projects under consideration mature successfully.

'In general terms, the Government's objective is to obtain the maximum benefit for the people from North Sea oil. We want to see oil flowing as quickly as possible. We want to ensure that the country on the whole receives its fair share of revenues and profit arising from oil. The Government will ensure that British industry, particularly in those areas where work is urgently needed, will have full opportunities to provide the materials and equipment required and will be encouraged to take the greatest advantage of these opportunities'.

Shale oil feasibility study

Eric Varley, Secretary of State for Energy, has confirmed the appointment of Mr. A. F. Macleod Matthews to carry out a study into the feasibility of producing oil on an economic basis from oil shale deposits in the United Kingdom.

In his study, Mr. Macleod Matthews will take into account technological and economic factors, including oil price levels. The study will cover the shale deposits previously worked in Scotland as well as those in other parts of Britain.

A study to be undertaken by the Institute of Geological Sciences to evaluate the United Kingdom shale oil resources, including the size and location of deposits, will be complementary to Mr. Macleod Matthews' work.

There are deposits of oil shale in the Central Lowlands of Scotland, and in England oil shale is known to occur in Yorkshire and at intervals from Lincolnshire to Dorset.

Even at present and prospective oil price levels there is no certainty that the production of oil from oil shale would be commercially viable, and at best it could make only a small contribution to meet Britain's oil needs. It is felt however that no possibilities should be neglected.

Planning permission would be needed to work oil shale or to build processing plants.

Ministerial talks with CBI

Peter Shore, Secretary of State for Trade, on 15 March received Sir Michael Clapham, President of the CBI, together with Campbell Adamson, Director General, and John Whitehorn, Deputy Director General, to hear CBI views on those subjects for which the Secretary of State has responsibility. The talks also covered the state of the economy and international commercial relations. Further meetings will take place from time to time.

Mrs. Shirley Williams announces PPS

Mrs. Shirley Williams, Secretary of State for Prices and Consumer Protection, has appointed Mr. Richard Mitchell (Southampton, Itchen) as her Parliamentary Private Secretary.

British satellite 'Miranda' in polar orbit

The Department of Industry's technology-proving satellite, X4, was launched on 9 March and has been named Miranda. A four-stage Scout rocket, launched from the Western Test Range in California, put Miranda into a polar orbit 500 miles above the earth.

An hour after the launch, first data from the satellite was received by the Royal Aircraft Establishment's ground station at Lasham in Hampshire, indicating that the spacecraft was working normally. Miranda is expected to have a six-month active life in orbit.

Miranda is Britain's second technology-proving satellite. The satellite is testing new techniques and components developed in British industry for use in future national and European spacecraft. It is the first UK satellite with 3-axis attitude control – previous satellites being stabilised by spinning – and the first to have its solar cells set out on a flexible array, which deployed telescopically after launch. Some of the systems vital to Miranda's operations were proved in Prospero, the first UK technology-proving satellite, which is still in orbit and working successfully over two years after its launch in October 1971.

Miranda was developed for the Department of Industry by Hawker Siddeley Dynamics, acting as prime contractor in a team of UK firms. The contract was placed through the Procurement Executive, Ministry of Defence, whose telemetry, data collection and analysis facilities at the Royal Aircraft Establishment, Farnborough, are being used to pick up experimental data from the satellite.

Miranda was named in the Shakespearian tradition established by Prospero and by the Science Research Council's Ariel series of satellites.

GINO-F available on Univac

GINO-F – Graphical Input and Output Fortran – general-purpose computer graphics software package developed by the Department of Industry's Computer-Aided Design Centre, Cambridge, is now available on the Univac 1100 computer range.

The development is part of the Centre's plan to extend the availability of GINO-F to all major computer manufacturers.

This most recent GINO-F version was implemented by Computer Application Services in partnership with the Department's National Engineering Laboratory, East Kilbride. It is now offered as a bureau service on NEL's Univac 1108. Computer Application Services, Edinburgh-based computer software specialists, are Centre agents for future British and overseas GINO-F customers with Univacs.

The arrangement comes three months after the ICL 1900 version of GINO-F was introduced. Within the next three months further versions are expected to be available on other leading computer manufacturers' machines. The Centre's objective is to make GINO-F acceptable as an international graphics software application standard.

For further information please contact: P. D. Lever, Head of Market Development, CAD Centre (01-584 3768); J. H. Ludley, Head of Computer Services, NEL (East Kilbride 20222); I. Dalton, Director, Computer Application Services (031-226 5601).

International Organisation of Legal Metrology (OIML)

A list of the International Recommendations published to date is as follows:

(a) Interleaved French/English text (available from Technology Reports Centre, Station Square House, St. Mary Cray, Orpington, Kent).

(b) French/English text will be available shortly.

No.	Subject
1	(a) Cylindrical weights from 1 gram to 10 kilograms (medium accuracy class)
2	(a) Rectangular bar weights from 5 kilograms to 50 kilograms (medium accuracy class)
3	(a) Metrological regulations for non-automatic weighing machines
4	(a) Volumetric flasks (one mark) in glass
5	(a) Meters for liquids (other than water) with measuring chambers
6	(a) General specifications for volumetric gas meters
7	(b) Clinical thermometers (made of glass with mercury, with maximum device)
8	(a) Standard working method for checking instruments for measuring the moisture content of grain
	Verification and calibration of hardness standardized blocks:
9	(a) Brinell
10	(b) Vickers
11	(b) Rockwell B
12	(b) Rockwell C
13	Withdrawn
14	(b) Polarimetric saccharimeters (French text being published)
15	(b) Instruments for measuring the hectolitre weight of cereals
16	(a) Manometres for instruments for measuring blood pressure
17	(a) 'Indicating' pressure gauges, vacuum gauges, and pressure vacuum gauges with elastic sensing elements and direct indications by pointer and graduated scale (of the working instrument category)
18	(a) Optical pyrometers of the disappearing filament type
19	(a) 'Recording' pressure gauges, vacuum gauges and pressure vacuum gauges with elastic sensing elements with direct recording by stylus and chart (of the working instruments category)

French text only published by Bureau International de Metrologie Legale, 11 Rue Turgot, 75009 – Piars, France (English text will be available later).

20	Weights in accuracy classes E_1 E_2 F_1 F_2 M_1 from 1 mg to 50 kg
21	Taximeters
22	Alcoholometry
23	Type pressure gauges
24	Standard metre measure for verification officers
25	Standard weights for verification officers
26	Medical syringes
27	Volume meters for liquids other than water – supplementary devices
28	Technical regulations for non-automatic weighing machines
29	Serving measures
30	Measures of length with plane ends
31	Diaphragm gas meters
32	Gas meters with rotating pistons and turbine gas meters
33	Conventional value of the result of weighing in air
34	Classes of accuracy of measuring instruments (being published)

1st addendum to vocabulary of legal metrology (Fundamental terms)
(first series of 30 new terms)

COMMITTEE OF INTERNATIONAL LEGAL METROLOGY CIML SERIES

No.	Subject
1	Material measures of length
2-5	Hardness testing machines and indenters (being published)
6	Standard pipettes for verification officers
7	Standard burettes for verification officers
8	Electrical resistance thermometers (being published)

The following draft OIML International Recommendations have been circulated for comment:

Tungsten ribbon lamps

Dosimeters with an ionisation chamber for medical radiotherapy

Alcoholometers and hydrometers for Alcohol

Metrological characteristics of elastic receivers used for measuring pressure and the means of defining them

Copies may be obtained from Standards, Weights and Measures Division, Department of Prices and Consumer Protection, Abell House, John Islip Street, London SW1P 4LN.

Patents endorsed 'Licences of Right'

Under Section 35 of the Patents Act, 1949 the following patents were endorsed 'Licences of Right' on the dates specified:

Number	Grantees	Subject-matter
28 February 1974		
1,080,217	Maxime Jean Rouvin, Paul Fernand Rouvin and Philippe Edmond Rouvin	Production of concrete article
1,141,337	Societe Anonyme Automobiles Citreon (formerly known as Societe Anonyme Andre Citroen)	Braking-system safety hydraulic valves of articulated vehicles
1,206,790	Charles Henri Jean Gueyne and Maria Irene Duffaut	Organo-silicon complexes and preparation thereof
1,208,958	Marcel Pierre Alexis Bouhot	A device for limiting a torque to a predetermined maximum value
1,314,769	Franz Rother	The manufacture of bodies from particulate inorganic material
1,318,282	Herbert Arthur Kershaw	Improvements in thermal engines and apparatus
5 March 1974		
1,155,503	International Standard Electric Corporation	Frequency comparator
1,243,495	International Standard Electric Corporation	Electro-static shielding of toroidal transformers
1,249,593	International Standard Electric Corporation	Automatic gain control system for camera tube
1,249,752	International Standard Electric Corporation	Electrical wiring arrangement
1,253,634	International Standard Electric Corporation	Improvements in tape recorders
1,257,398	International Standard Electric Corporation	Tuner device for use in cassette type recorders
1,276,941	International Standard Electric Corporation	Radiotelephonic system
1,282,789	International Standard Electric Corporation	Satellite communication system
1,296,665	International Standard Electric Corporation	Frequency modulation demodulation system
1,298,395	International Standard Electric Corporation	Voltage stabilising arrangement
1,299,778	International Standard Electric Corporation	Wrapping machine
7 March 1974		
1,114,993	Standard Telephones and Cables Ltd.	Amplification circuits
1,208,972	Standard Telephones and Cables Ltd.	Glow discharge symbol indicator tubes
1,234,542	Standard Telephones and Cables Ltd.	Radio navigation system and receiving equipment
1,235,824	Standard Telephones and Cables Ltd.	Electromechanical filter
1,244,431	Standard Telephones and Cables Ltd.	Communication system
1,283,983	Standard Telephones and Cables Ltd.	Transfer device for loading stranding machines
1,276,035	ITT Industries, Inc.	Circuit for amplifier gain control

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. Armitage
Comptroller

Public inquiry into stranding of MFV 'Navena'

The Department of Trade has ordered a public Formal Investigation into the stranding on Copinsay Island, Orkney, of the MFV *Navena* on 6 December 1973.

A further announcement will give the venue and date of the opening of the hearing, which will be held in Aberdeen.

The trawler *Navena* sailed from Aberdeen on 5 December 1973 bound for the Faroe fishing ground. The next morning the *Navena* drifted ashore and stranded on the north side of Copinsay Island, Orkney.

Mrs. Shirley Williams speaking at her first press conference as Secretary of State for Prices and Consumer Protection. Several of the questions were about food prices and possible subsidies, and since the press conference Mrs. Williams has had two meetings with bread manufacturers.

Light dues

A draft Order in Council under Section 5 of the Merchant Shipping (Mercantile Marine Fund) Act 1898 has been laid before Parliament seeking authority to increase by about 10 per cent overall the scale of light dues payable by ships calling at ports in the United Kingdom, Isle of Man and the Republic of Ireland. The Order will come into operation on 1 June 1974.

This increase is required to meet higher costs. The charges relate mainly to international traffic. The light dues meet the cost of the services provided by the three General Lighthouse Authorities – Trinity House, Northern Lighthouse Board and Commissioners of Irish Lights. They are paid into the General Lighthouse Fund which is administered by the Department and annual accounts are presented to Parliament.

Advance factory for Pentwyn

The Welsh Industrial Estates Corporation has announced that construction of a factory, in advance of demand, is to begin shortly at Pentwyn, Cardiff. This advance factory of 51,064 sq. ft. is the first to be built in the Cardiff area. The project is scheduled for completion in December 1974.

Architects are Powell, Alport and Partners; quantity surveyors are I. E. Symonds & Partners and building contractors are William Cowlin & Son Ltd., all of whom are of Cardiff.

Official appointments

[redacted] Eric Varley, Secretary of State for Energy, has authorised the following appointment:

Mrs. Joan Mulley to be a member of the London Electricity Consultative Council.

Turkish Airlines disaster – 'British operator has taken safety steps'

Following the crash of the Turkish Airlines DC-10 in France on 3 March, steps were taken by Laker Airways, the only British operator to close permanently the rear cargo doors of their DC-10 aircraft.

This was announced by Peter Shore, Secretary of State for Trade, in the House of Commons on 14 March.

Mr. Shore said: 'As the House will know 345 people, including about 200 British subjects, lost their lives in the most terrible air disaster ever to occur when a Turkish Airlines DC-10 crashed north of Paris on Sunday, 3 March.

'I am sure the House will wish to join me in expressing deepest sympathy to the relatives and friends of all those who were killed in this appalling disaster.

'The French authorities have set up a Commission of Inquiry to investigate the cause of the accident. The Chairman of the Commission invited the United Kingdom to send an observer to be present as soon as it was established that there were so many British passengers involved and I am grateful to him for allowing this facility. A senior member of the staff of the Chief Inspector of Accidents in my Department went to Paris the day following the accident.

'The investigation is still in the preliminary stage and it is unlikely that the report of the Commission will be completed for many months. There is evidence that the rear cargo door on the port side became detached as the aircraft climbed through an altitude of 13,000 ft. Inspection of the door, which was found some 15 kilometres from the main accident site, showed indications that it had come open in flight, causing sudden decompression of the cargo hold. The air pressure in the passenger cabin appears to have distorted the cabin floor, disrupting the cables to the main flying controls in the tail to such an extent that the aircraft went out of control.

'This information was passed on 5 March to the Civil Aviation Authority which is responsible for British airworthiness standards and the Authority immediately alerted the only British operator of DC-10 aircraft, Laker Airways. This company at once ordered the rear cargo door of its DC-10 aircraft to be closed permanently and a metal plate was screwed over the lock handles.

'Shortly after the accident the Federal Aviation Administration of the USA, which originally granted a Certificate of Airworthiness for the aircraft, issued an Airworthiness Directive, compliance with which is mandatory for aircraft registered in the United States. This requires certain modifications to be installed before further flight and introduces a procedure for the flight crew to make pre-flight checks on the door latching mechanisms. Copies of this directive were sent to all States operating DC-10s.

'These modifications had already been embodied in the Laker Airways aircraft prior to delivery. Other aspects of the Directive, in particular the pre-flight check, were made effective immediately.

'The Civil Aviation Authority has asked me to emphasise that the operator is giving the fullest possible co-operation in implementing these measures. The Authority is also in close touch with the manufacturer.

'The Authority, while satisfied with the present measures taken by Laker Airways, assures me that it will not hesitate to take any further steps which in the light of further information appear to be necessary in the interests of safety.'

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Parliament

Thursday, 14 March

Effects of miners' dispute

Mr. T. H. H. Skeet (Bedford) referred to the settlement of the miners' dispute and the losses incurred by the NCB in recent months due both to the national strike and the short-time working and asked what percentage increase in coal prices would be required to (a) CEGB, (b) other industrial consumers, and (c) domestic consumers, to offset the Board's additional financial losses.

Mr. Eadie replied: 'Most of the cost of the industrial action will fall in financial year 1973-74. My right hon Friend has announced that special provision will be made to write off the deficit of about £150 million incurred by the NCB.

'Increases in the price of industrial coal of 48 per cent from the Midland fields and 28 per cent from other fields were announced by the NCB on 11 March. No decision has been taken on domestic coal prices.'

Opencast mining

Mr. Skeet asked what tonnage of coal would be derived from opencast sites in the years 1974, 1975, 1976 and 1977; and whether further legislation was proposed to facilitate the acquisition of land for the purposes of opencast mining.

Mr. Eadie said: 'At least 10 million tons in 1974. The programme for future years has not yet been decided, nor has the question of further legislation.'

Ministers at the Department of Industry

Secretary of State for Industry: Anthony Wedgwood Benn
Ministers of State: Eric Heffer
Lord Beswick
Parliamentary Under-Secretaries of State: Gregor MacKenzie
Michael Meacher

Ministers at the Department of Trade

Secretary of State for Trade: Peter Shore
Parliamentary Under-Secretaries of State: Eric Deakins
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection: Shirley Williams
Minister of State: Alan Williams
Parliamentary Under-Secretary of State: Robert MacLennon

Ministers at the Department of Energy

Secretary of State for Energy: Eric Varley
Minister of State: Lord Balogh
Parliamentary Under-Secretaries of State: Gavin Strang
Alexander Eadie

Friday, 15 March

Inswork Point Generating Station

Mr. Paul Tyler (Bodmin) asked if sanction for the expenditure of any further public money on the proposed oil-fired generating station at Inswork Point, Cornwall, would be withheld until the completion of an updated and independent review of fuel availability and cost, including the implications of a change of fuel for local employment, impact on the environment and danger to neighbouring population centres.

Mr. Varley answered that consent with planning permission had been given for this station. The CEGB might, subject to the conditions of this consent, undertake expenditure on preliminary works only. The station itself could not be ordered without Government approval and the social and economic factors would be taken into account.

Concorde

Mr. John Roper (Farnworth) asked several questions about Concorde and the loss to be incurred by British Airways on the operation of the Concorde aircraft.

Mr. Shore said: 'I am currently reviewing, in consultation with the British Airways Board, estimates that have previously been made of the likely effect on the Board's operating results of introducing Concorde services. This review will take account of the changed outlook for fuel prices and other recent developments.'

Mr. Roper also asked if any loss was expected in the production of the 16 Concordes whose production had so far been authorised; and, if so, what that loss was expected to be.

Mr. Benn replied: 'As is general practice in aircraft projects, the selling price is related to costs averaged over a substantial number of aircraft and consequently full production costs of Concorde could not be recovered over the first production batch. The shortfall on the 16 aircraft under manufacture will depend on the selling price and on production costs in both the UK and France.'

Mr. Benn, answering further questions, said that the estimates given to the House last June of £1,065 million covered the development work necessary to enable Concorde to obtain a Certificate of Airworthiness for passenger services. This estimate was currently being reviewed.

British and French officials, said Mr. Benn, had been engaged in a joint analysis of proposals submitted by the manufacturers for possible future improvements to Concorde and for the future production programme.

World commodity prices

Mr. Skeet asked for an estimate of the trend in world commodity prices; and for the current prices of leading commodities, giving an estimate of the trend in prices in six months' time in every case.

Mr. Shore answered: 'World export prices of primary commodities and non-ferrous metals, measured in sterling terms, have roughly doubled during the 12 months ended February, though there was probably little overall change between January and February. Estimates of prices in six months' time are not available: forecasting prices of primary commodities is hazardous even in aggregate, and subject to large error in the case of individual commodities. Prices of many commodities vary very widely according to grade and delivery terms. Average world export prices are not available, but recent producers' or UK market prices for specific grades of a number of leading commodities are given in the accompanying table.

Commodity	Description	
Copper	Wirebars. London Metal Exchange settlement price	£1,122 tonne
Lead	London Metal Exchange settlement price	£294 tonne
Zinc	European producers' price	£300 tonne
Tin	London Metal Exchange settlement price	£3,410 tonne
Aluminium	Ingots, Canadian producers' price	£273 tonne
Nickel	Refined, Canadian producers' price	£1,639 tonne
Raw wool	Merino 64's	250p kilo
Raw cotton	1 1/16 in.	73.2p kilo
Raw jute	White 'C' grade	£155 ton
Rubber	No. 1 R.S.S.	44.8p kilo
Beef	Eire hindquarters	35.0p lb
Lamb	New Zealand	28.1p lb
Bacon	Danish A1	£670 ton
Wheat	US Dark Northern Springs	£110 ton
Maize	No. 3 American Yellow	£68.0 ton
Coffee	Ugandan Robustas Type 2 3 months futures	£554 tonne
Cocoa	Accra/Lagos 3 months futures	£627 tonne
Tea	Average price at London tea sales	54.5p kilo
Palm oil	Malaysian	£298 ton

BOTB British Overseas Trade Board

Brazil: Latin America's priority market

R. M. John, Director of Trade Promotion for Britain in Rio de Janeiro, writes on the rapidly expanding market that is Brazil a country with a growth rate in her gross domestic product compatible with that of Japan's. The United Kingdom is already making inroads into the market, but there is still plenty of scope for Britain's traders, for both visible and invisible exports. The author points to some of the product areas which offer the brightest prospects for British manufacturers.

'I had no idea things were moving so fast'. This typical reaction on the part of the growing number of British businessmen now making their first visit to Brazil, is not simply a comment on the roaring traffic of Rio de Janeiro or São Paulo; it expresses an awakening to the dynamism and pace of development which never fails to make its impact on visitors to Brazil today.

It is now almost 10 years since the revolution of 1964 put a stop to rocketing inflation and to the corresponding decline in Brazil's business credit. During this period Brazil's gross domestic product has grown from US$24,350 million in 1964 to US$44,176 million in 1972, a rise of 81 per cent. GDP is expected to continue rising over the next decade at around 10 per cent per annum, a rate compatible to that achieved by Japan in recent years.

On the basis of this growth record, of a stabilised political situation, and the added asset of a highly competent group of economists and other technocrats in control of her economic management and administration, Brazil is now emerging as one of the major trading nations of the world. A population of 100 million with a steady growth in its purchasing power constitutes a market we cannot afford to ignore. A deliberate policy of industrialisation coupled with a high degree of tariff protection has now brought Brazil to the point where she is virtually self-sufficient in consumer goods. For example the automobile industry, concentrated in São Paulo state, is now running at well over 700,000 vehicles per annum and with projected investment in new vehicle plants by Fiat and other manufacturers, it will not be long before she passes the one million mark.

To supply this booming domestic production Brazil needs to import a high volume of capital goods and of intermediate products such as chemicals. In these areas she offers a valuable market for British exporters. For this reason Brazil is now counted among Britain's priority markets, the only Latin American country to fall into this category. Her overall import bill has risen from a low point of US$941 million in 1965, the year of severe economic retrenchment following the revolution, to an estimated record figure of US$4,800 million in 1972. Britain's visible exports to Brazil have jumped eightfold since 1965, from US$28 million in that year to US$210 million in 1972. And in 1973 British exports as expected surpassed US$270 million, thus breaking the £100 million barrier. Moreover our market share of Brazil's imports has in the past few years risen from 2.3 per cent to 5 per cent.

BRAZIL

Macro-economic indicators

Gross domestic product	1972	US$ $44,176m
	1973 (estimate)	US$ $55,600m
Per capita income	1973 (estimate)	US$ $547
Population	1973 (estimate)	$101.5m
Annual rate of growth in population		2.7%
Inflation rate	1972	15%
	1973 (estimate)	13-14%

Trade statistics

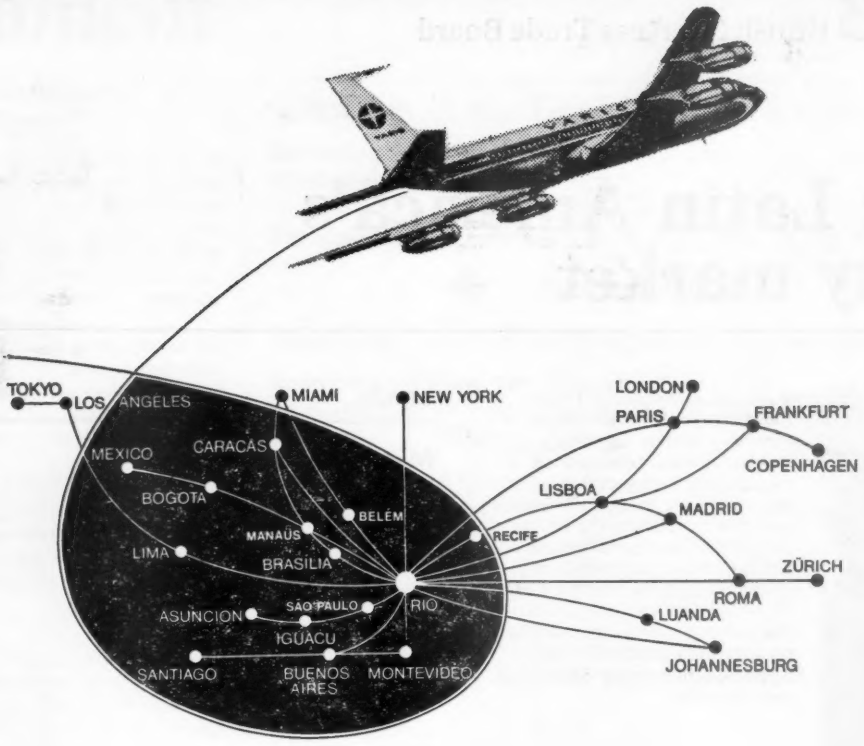
Imports	1972	$4,224m
	1973 (estimate)	$4,800m
UK exports to Brazil	1972	$210m
	1973 (estimate)	$270m
UK invisible earnings from Brazil	1972	$152m
Brazilian exports to UK	1972	$215m
	1973 (estimate)	$385m
UK registered investment in Brazil	1972	$281m

Production statistics

Electricity generation	1972	13,689 MW
	1980 (target)	30,000 MW
Automobile industry	1972	612,000 units
	1973 (estimate)	710,000 units
Steel industry (raw steel)	1972	6.5m tonnes
	1978 (estimate)	20m tonnes

Good 'invisible' earnings

Nor is it only in goods that Britain's trade in Brazil is developing well. Earnings from invisible sources, such as dividends on investment, interest on loans, insurance, shipping, consultancy work and other services, amounted in 1972 to US$152 million, making up 42 per cent of our total earnings from Brazil. Investment in Brazil can present a particularly attractive proposition. The protection afforded to local industry and high return on capital employed make it well worth firms seeking to develop their business with Brazil in many sectors of production to consider seriously local investment or manufacture under licence. This view was strongly endorsed in the report of the high level mission from the Confederation of British Industry which visited Brazil last October. Such investment can in its turn serve to increase British exports of equipment and components for use in local manufacture both for the vast domestic market and for the increasing range of overseas markets to which Brazil is now herself exporting manufactured products. Britain is no newcomer



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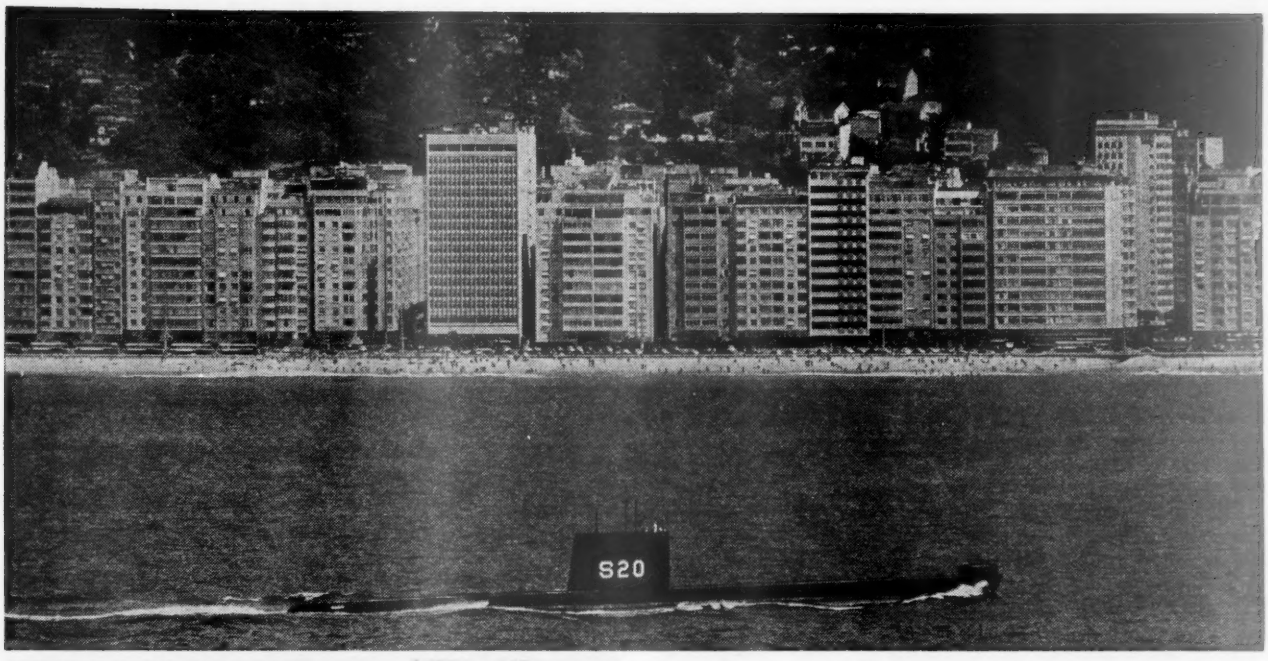
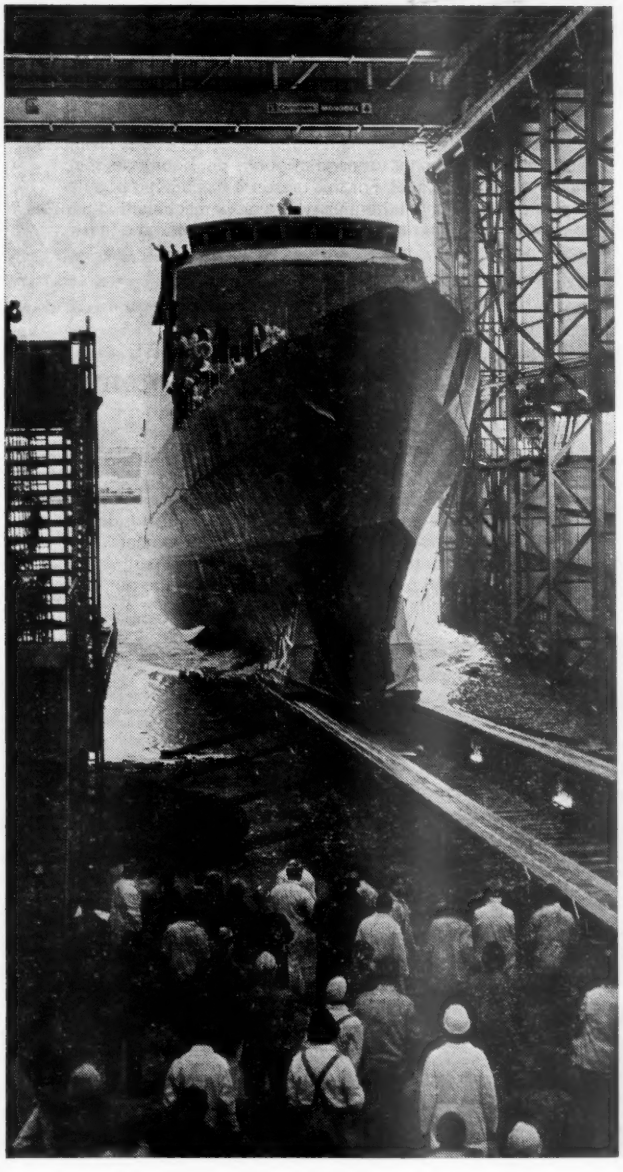
GLASGOW: 157a Buchanan Street, Glasgow G1 2JX. Telephone: 041-221 5708. Telex: 778291

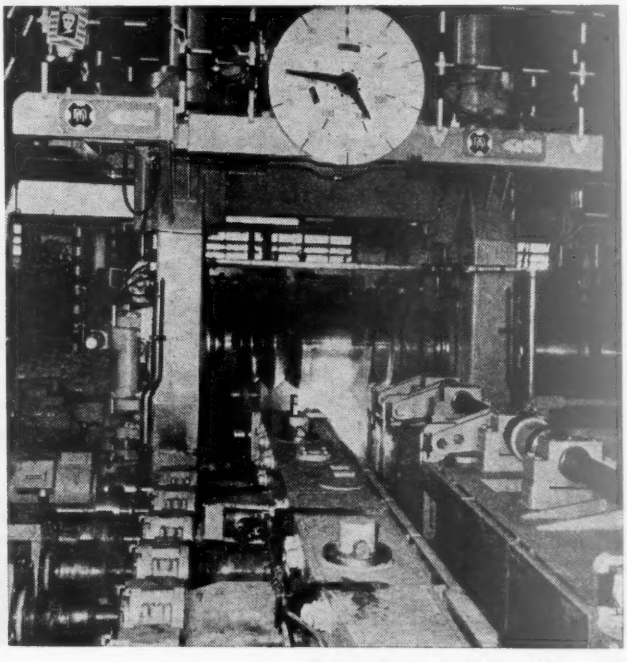


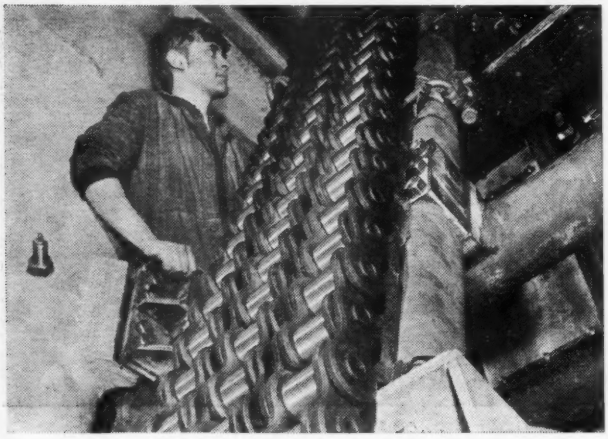
Oberon class submarine 'Humaita', built by Vickers at Barrow-in-Furness for the Brazilian Navy, arriving in Rio harbour on 13 December 1973, at the head of a Brazilian Navy flotilla.



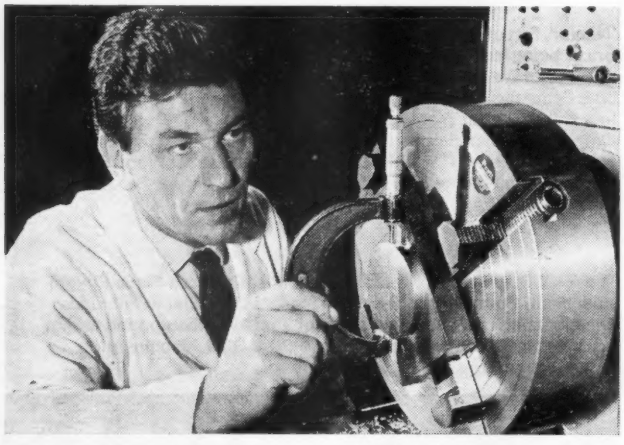
'Niteroi', first of the 3,500-ton Vosper Thornycroft Mark 10 frigates for Brazil, being launched from the new covered building berth at the company's Woolston, Southampton, shipyard. The second ship being built under the £100 million contract is taking shape alongside. In all, four will be built at Woolston and two at the naval dockyard at Rio de Janeiro, with materials and lead yard services supplied by Vosper Thornycroft. 'Niteroi' was the largest ship launched at Woolston and the first to be built on the new covered berth.

The GKN Machinery built blooming mill at the Acos Finos Piratini steel plant, Porto Alegre, Brazil, shaped its first billet in February. The blooming mill is the first stage of a multi-million pound rolling mill contract being undertaken for AFP by GKN Machinery of Wolverhampton.





Among exhibitors at the British Industrial Exhibition will be chain-making experts, Renold Ltd. The chain shown here is destined to drive the camshaft of a 40 ft. (12.19 m) high diesel engine in a supertanker.

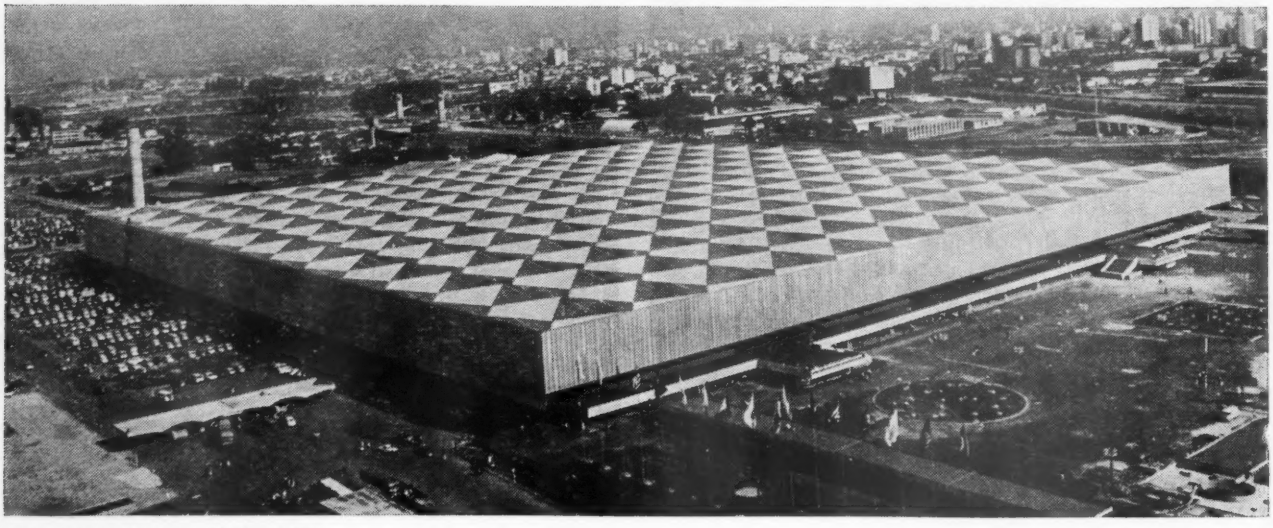


A new four-jaw independent chuck with metric measurements, recently developed by Pratt Burnerd Ltd., will be among exhibits at Sao Paulo.

A display of Jones 565 direct mechanical transmission cranes will be held at the British Industrial Exhibition. The Jones 565 is claimed to be able to move a greater tonnage of goods per hour than any comparable mobile model. For this reason it has proved popular with port and terminal authorities who need a machine that handles both general cargo and containers with equal ease and efficiency.

British Industrial Exhibition at Sao Paulo, 23 August to 1 September

The 78,000 square metre exhibition pavilion at the Parque Anhembi Exhibition Congress complex at Sao Paulo. The British Industrial Exhibition will be held here from 23 August-1 September and more than 100 British companies will be taking part. As well as the exhibition pavilion part of the 10,000 square metre outdoor area will be used by exhibitors.



here. For many years she has held a substantial investment stake in Brazil and today ranks in fourth place among overseas investors, with some US$281 million of investments. The pace of new British investment is now starting to pick up again after a lull of several years.

The figures thus speak for themselves. Brazil must be taken seriously by British business. By far the best way to witness the turn around in Brazil's economy in the past decade and to investigate the market is to go and see for oneself. More and more British businessmen are now doing this, visiting not only São Paulo and Rio de Janeiro but also the Federal capital, Brasilia, and the fast developing industrial and commercial centres such as Recife, Salvador, Porto Alegre, Belo Horizonte and the Free Zone city of Manaus 1,000 miles up the Amazon. Very few visitors fail to be impressed or return without some business in mind.

Concentrated promotional programme

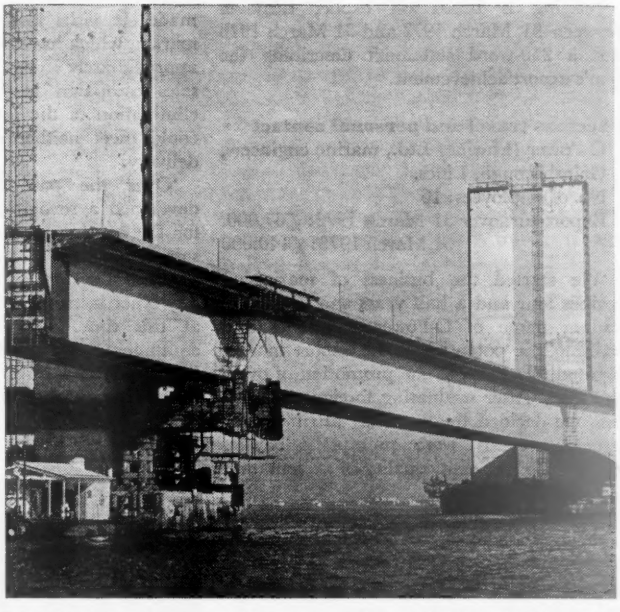
To help foster the development of British trade with Brazil the British Overseas Trade Board, through its commercial representatives in Brazil, have prepared a concentrated programme of promotional activities covering this year and beyond. Thirteen joint ventures with British business groups visiting Brazil are planned in the course of 1974, including a seminar in Rio de Janeiro on the services offered by the City of London, and visits by four major Chambers of Commerce. Visits to Britain by potential Brazilian purchasers are also planned. The high point of 1974 will be the British Industrial Exhibition at Anhembi Park, São Paulo, from 23 August to 1 September. This will be the largest British overseas trade promotion venture anywhere in the world during 1974. As wide as possible a range of British manufacturers of capital goods are bing encouraged to take part.

But while the Brazilian market affords opportunities for substantial business, competition is now fierce – particularly from the Japanese, Americans and Europeans. British trading relations with Brazil reach back well into the last century and there is a considerable fund of goodwill towards Britain. But sentiment does not bring orders and we have to compete in Brazil, as anywhere else, on prices, delivery and the quality of our product and technology. Local manufacture is moreover increasing in sophistication as Brazil extends her own technology base. As a guide to British exporters to Brazil a list has been produced of 'Selected products' in the capital and intermediate goods field, which are seen as offering the best scope for increased sales. These products are listed below. Market Reports are available from the Department of Trade concerning each sector. But the list should not be seen, as exclusive openings are to be found in many other product areas as well as in the provision of services. And as Brazil's affluence grows so consumer goods themselves are beginning to be marketable despite the high tariff barriers.

The British commercial services in Brazil have built up a wide knowledge of the local market in both Government and private sectors. They are in a position to give sound help to British exporters as well as to potential investors. Active agents are as important in Brazil as anywhere; in today's booming business conditions representatives are not difficult to find. But above all this market which holds such potential needs careful cultivation by the exporter himself; a visit is worth countless letters and the air journey is straightforward and quick. As the CBI Mission put it in the first recommendation of their report on Brazil: 'British industrialists should go to Brazil to examine for themselves the opportunities which undoubtedly exist for trade and investment in this exciting and highly individual market.'

Selected products

Agricultural equipment
Automobile industry components
Cranes, materials handling equipment, containers and port and harbour equipment
Electricity generating and transmission equipment
Food processing equipment (including sugar plant)
Gas plant, petrochemical plant and refinery equipment
Glassworking machinery
Hospital equipment
Machine tools and metalworking machinery
Marine equipment
Mining machinery including ore crushing and grinding machinery
Papermaking plant
Pesticides, insecticides, disinfectants
Pharmaceuticals
Plastics moulding and extrusion plant
Pollution control equipment
Printing and packaging machinery
Scientific instruments
Steel and foundry plant
Telecommunications equipment
Textile machinery



Britain's first major road bridge contract in Brazil – the Rio-Niteroi Bridge, linking the cities of Rio de Janeiro and Niteroi across Guabara Bay – was undertaken by a joint venture comprising Cleveland Bridge and Engineering Co. Ltd. and Redpath Dorman Long Contracting Ltd. (Northern and Tubes Group, British Steel Corporation). This huge contract, worth £8½ million, involves the fabrication and erection of the structural steelwork of what will be Brazil's biggest bridge.

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BOTB News

Export Award for Smaller Manufacturers

The five winners of this year's Export Award for Smaller Manufacturers were announced by Sir Peter Allen, a member of the British Overseas Trade Board, at a presentation in London on 15 March.

The award, which is sponsored by British Airways, the British Overseas Trade Board, the CBI, and the Association of British Chambers of Commerce (who also organised this year's award), is open to companies with less than 200 employees whose export turnover exceeded £50,000 on 31 March 1972 and £100,000 on 31 March 1973. The competition seeks to recognise the achievement of the staff as well as the firm and the award accordingly consists of a trophy for the winning firm and a two-week overseas tour for an employee, nominated by the firm, and his wife. This year's tour is to Canada and Bermuda. In addition the five runners-up receive certificates.

Judging is based on export turnover between 31 March 1972 and 31 March 1973 and a 250-word statement describing the firm's export achievement.

Overseas travel and personal contact

C-Power (Marine) Ltd., marine engineers, Gainsborough, Lincs.
No. of employees: 16
Export turnover 31 March 1972: £67,000.
31 March 1973: £140,000

'We started the business of marinising engines four and a half years ago under the trading name of C-Power Industries and realising the potential of the export market directed all efforts to the promotion of overseas sales. After evaluating foreign competition, we decided the necessary attributes for success overseas were prompt deliveries, reliability of the unit, quality of presentation and after sales service.

'We decided to ignore normal advertising media and to place the accent of our sales promotion on overseas travel and personal contact both with the agents we appointed and with their customers, even going so far once as to spend 36 hours travelling by plane, boat and car to visit a fisherman in the north of Norway who was using one of our engines.

'We now depend upon our engines selling themselves, based on a reputation of reliability and quality, although it is still necessary to make frequent visits overseas to maintain personal contact. Each year we exhibit at an ever-increasing number of overseas boat shows.

'The result of our efforts, which would not have been possible without the co-operation of the works personnel who are kept advised of our progress, is that our export sales have always been approximately 70 per cent of our turnover and although this year we are suffering very badly from shortages of materials and component parts, our export sales for the six month period from 1 April have been 84.25 per cent of our turnover, with total sales showing a large increase on the same period last year.'

Biannual visits to overseas customers

FMK Manufacturing Ltd., manufacturers of dyesprings for the textile industry, Macclesfield, Cheshire.
No. of employees: 75
Export turnover 31 March 1972: £111,982
31 March 1973: £267,802

'We have made extensive overseas sales tours, visiting the United States, Canada, Mexico, Guatemala, Costa Rica, El Salvador, Colombia, Venezuela, France, Switzerland, Germany, Denmark, Sweden, Hong Kong, Taiwan, and Japan.

'In the case of the United States we have made six visits and extensive tours of the market, which have resulted in our capturing approximately 75 per cent of the market. Our sales campaign in Japan has led to the elimination of the local manufacturer, who could meet neither our quality, price nor delivery.

'Over the past 18 months, we have developed a revolutionary electronic system for the continuous monitoring of false twist spindle speeds, which measures up to 999,000 rpm more accurately and more quickly than any other instrument commercially available at this time. We recently exhibited this equipment at a textile show in Greenville, USA, and as a result of this exercise, orders from that market are now beginning to materialise.

'Around the world, we have approximately 200 customers outside the UK, and it is our policy to visit around 100 of these each year. We exhibit annually at two trade fairs abroad, and next year expect to exhibit in Japan and Brazil.

'Regarding operational efficiency, we have improved our sales turnover per operative by 54 per cent over the past 12 months, and the factory efficiency in terms of man hours per product has improved by 34 per cent.'

Export study in depth

Haden Bros. Ltd., bicycle component manufacturers, Birmingham.
No. of employees: 88
Export turnover 31 March 1972: £66,519
31 March 1973: £143,239

'Early in 1972 we carried out, in depth, a study of our potential and existing export markets, production capacity and sales organisation in order to see what improvements could be made.

'For many years our export sales had been running at about 25 per cent of our total sales. We were determined to make a substantial improvement both in percentage and real terms. Our two principal directors engaged in a series of overseas tours covering in particular the North American and European markets and in addition to five existing overseas agents we appointed agents to cover us in 10 new countries. Despite intense competition a very substantial amount of new business has been obtained, particularly from the Far East and North America.

'During early 1973 we developed a special new range of metric size components for the French market and our European programme included exhibition by the company at the Paris Motor and Cycle Show (October 1973).

'Our sales effort has been supported with increased investment in production capacity and a reorganisation of production planning and control methods in order to ensure that delivery dates are met.

'Within the period 31 March 1972 and 31 March 1973 we more than doubled our export sales. During the period August 1971 to August 1973 we increased our export sales fourfold from £40,205 to £159,139. This achievement has been made possible with the fullest assistance and co-operation of all the staff and employees of the company.'

Sir Peter Allen, speaking, with Nigel Mobbs, deputy president, Association of British Chambers of Commerce; Richard Hilary, commercial director, overseas division, British Airways; and Jim Rooke, chief executive, BOTB (right).

Assistance of government bodies

Matramatic Co. Ltd., specialist sewing machine manufacturers, Basford, Nottingham.

No. of employees: 26

Export turnover 31 March 1972: £51,061
31 March 1973: £201,441

'Jack Cooper and John Carter met, by chance, just over five years ago and both realised they shared an interest in machinery and work aids. They formed a company and started production in a small wooden building and, realising the need in this country for a highly specialised quilting machine (previously only obtainable from Germany, the United States, or Switzerland) produced and sold, within six months, a new machine of this type and, encouraged by the customer's complete satisfaction, decided to tackle world markets.

'With the assistance of sponsored missions, the DTI and other Government bodies, and the company's maxim of 'find a need and fill it', Mr. Carter was able to visit many countries, equipped with a projector and technical films to interest agents and prospective customers, thereby establishing a reliable and information agency network and customer liaison. The volume of orders which ensued enabled them to move into larger premises.

'The largest boost to their export trade has been a £750,000 contract from the Soviet Union for quilting machinery against competition from Japan, the USA and Germany. The company exports to 40 countries and has increased its range to 14 machines, all considered an essential part of any modern mattress or upholstery factory.

'The company has been awarded the International Gold Award for Exports, second place in the national final of the Lord Mayor of London's "World is our market" competition and the Institute of Marketing memorial trophy, and attributes its success to a carefully chosen, conscientious and enthusiastic staff.'

Increased trade with Europe

Raceview Woollen Mills Ltd., Ballymena, Northern Ireland.

No. of employees: 118

Export turnover 31 March 1972: £94,071
31 March 1973: £148,286

'Raceview Woollen Mills Ltd. has for many years exported its products to countries outside the UK. In the early part of the post-war period our exports were directed largely to the USA, Canada and Scandinavia. During the last three years the pattern has changed dramatically and exports to the US have fallen, whereas trade with European countries has increased. This comprises EEC and non-EEC countries and East Europe. Our trade with Japan has increased considerably during this period.

'As the pattern of our export trade has changed, we have had to change our method of trading accordingly. In some ways the reduced emphasis on the American market has been of assistance in that the types of cloths and designs required are more easily grouped in with our home market production when selling to Europe than is the case with American styles, and this assists rational production. By broadening our export markets it has been possible to plan our production more easily without the peaks and troughs which tended to occur when the export markets were more concentrated.

'The subject of design and colouring is a matter which we take very seriously, since our products are of a high quality and our customers expect a similar quality of design and colour to be shown in our cloth. We also have to ensure that our designers are fully informed of trends which are constantly changing. We find it necessary to maintain a close liaison with our principal customers and our agents. The managing director or the designer visits Europe and Scandinavia at least twice a year to gain information on the market requirements, and more frequently London in order to meet the customers who have travelled from various parts of the world. Every few years it is our policy to visit America and also Japan. Until our recent troubles in Northern Ireland we frequently had visitors from overseas who were shown our current collection and suitably entertained and we look forward to more peaceful days when this custom can be renewed.'

Runners-up

The five runners-up were: Dominick Hunter Engineers Ltd., Birtley, Co. Durham (filters for compressed air and high pressure gases); Eaton-Williams Group, Edenbridge, Kent (air conditioning equipment for computers); Jack Holt Ltd., Putney, London SW15 (yacht and sail boat equipment); and Hudson Forge Ltd., Brighouse, Yorkshire (automatic wire and rod straightening and cutting machines, ring coilers and wireforming machines); Wentgate Engineers Ltd., Industrial Estate, St. Ives, Hunts (electric beam welders and high vacuum furnaces).

Further inquiries to: John im Thurn, Overseas Director, ABCC, Tel. 01-248 7211.

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Major marketing effort in Japan

'We are more than pleased with the results of the metrology and tooling exhibition at the British Export Marketing Centre in Tokyo. This was part of a long term major marketing effort in Japan. A number of Japanese manufacturers in this field are actively pursuing technical manufacturing tie-ups with British manufacturers and are anxious for reciprocal licensing arrangements.'

This is a summary by the Secretary of the British Gauge and Tool Makers Association of the Metrology and Tooling Exhibition held at the British Export Marketing Centre in Tokyo in February, sponsored by the British Overseas Trade Board.

As a result of the exhibition total sales in the coming 12 months have been estimated at a minimum of £975,000. Actual sales during the event were worth £40,000 and all exhibitors seeking agents were successful in making the necessary contacts and were able to appoint agents.

The Sheffield Twist Drill and Steel Co. Ltd. (Dormer) of Sheffield, established in the Japanese market for only 18 months, hope to double their sales by the end of the year. Reaction in Tokyo to their range of products was described as 'very good'.

Mr. Keeley of Thomas Mercer Ltd., St. Albans, said: 'One of the chief things in exhibiting here is the opportunity to train our agent and establish rapport with him. No one comes here as often as they ought'. They were expecting at least a £30,000 stock order and said there was 'lots of interest'. Mr. Keeley could not speak too highly of the assistance given at the Marketing Centre. He said that nothing was too much trouble, it was a very good exhibition and he would be going back in August if not earlier.

Japanese trade seminar

A one-day seminar in Glasgow to introduce Scottish industry to the joint industrial opportunities between Scotland and Japan will be opened on 26 March by Haruki Mori, the Japanese Ambassador to the United Kingdom.

The Scottish Council (Development and Industry) are organising the seminar as a direct result of the first Japanese Investment Mission from Scotland which went to Japan for two weeks last November. On their return the Mission recommended a seminar to bring together Scottish companies interested in associating with Japanese companies, either in joint-venture operating and agencies, or from direct investment in manufacturing.

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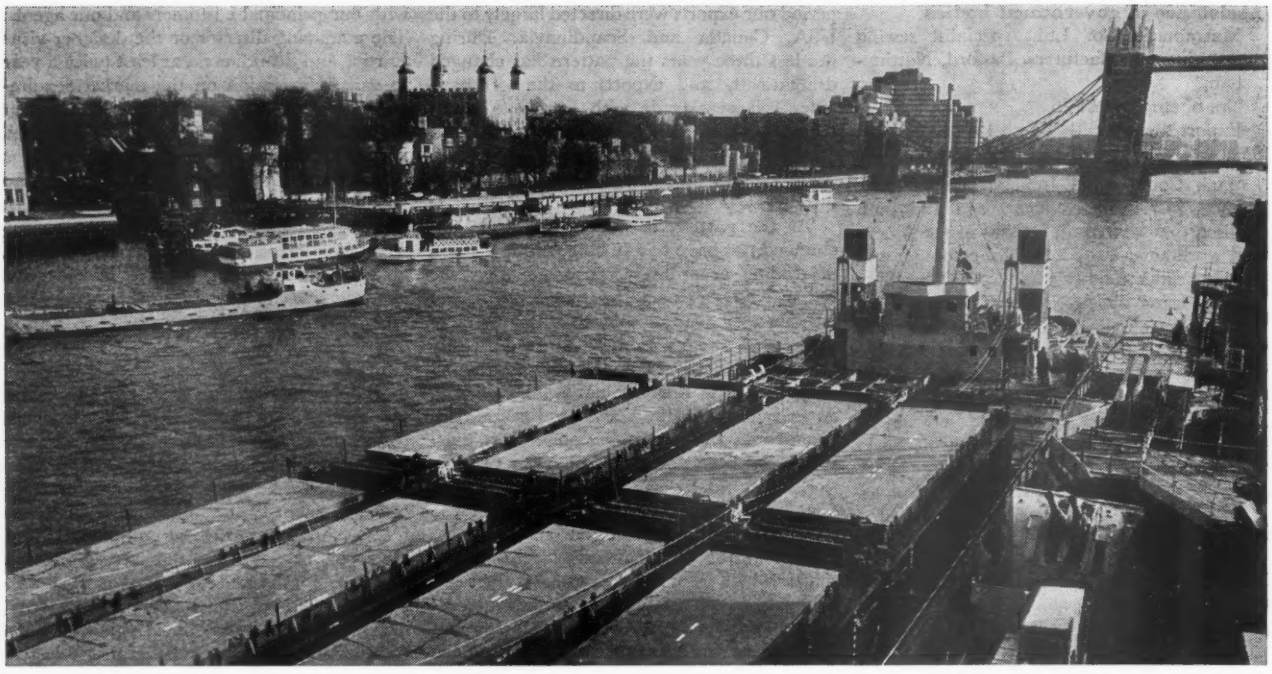


With Tower Bridge in the background the barge-carrying catamaran *Bacat* I is pictured during a two-day demonstration visit to London early this month. The ship has just gone into service between the Humber and Rotterdam. A six-month survey of the system is being carried out by the Greater London Council and the British Waterways Board. The *Bacat* I is owned by the Danish operators Bacat Line. She carries up to 10 barges of 140 tons deadweight as well as three 370-tons d.w. barges on each crossing of the North Sea. The return service between the Humber and Rotterdam takes 2½ days. Initially the barges are operating on the Aire and Calder Navigation, the Sheffield and South Yorkshire Navigation, the Trent Navigation, and the River Ouse. At the other end, the barges will provide a waterway link into the heart of the Continent by way of the Rhine to Cologne. An additional service involving Teesside is envisaged every 10 days.

Export publicity for industry

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening, Contact should be made with the nearest Regional Office covering your area.

Northern: Mr H. G. Roberts, Wellbar House, Gallowgate, Newcastle upon Tyne NEI 4TB (Tel: 27575 – Telex 53277).

East & West Ridings: Mr D. de M. Guilfoyle, OBE, City House, Leeds LS1 4JG (Tel: 38232 – Telex EconPlan 55472 – message to be prefixed for COI).

North Midland: Mr T. Cooban, Cranbrook House, Cranbrook Street, Nottingham NG1 1EW (Tel: 46121 – Telex 37572).

Eastern: Mr A. A. McLoughlin, Block D, Government Buildings, Brooklands Avenue, Cambridge CB2 2DF (Tel: 58911 – Telex 81187).

London & South Eastern: Mr R. Dean, OBE, St. Christopher House Annexe, Sumner Street, London, SE1 (Tel: 01-928 2371 – Telex 915444).

Southern: Mr A. S. Poole, Market Place House, Reading RG1 2EH (Tel: 581261 – Telex 84816).

South Western: Mr W. J. D. Irving, MVO, The Pithay, Bristol BS1 2NF (Tel: 291071 – Telex 44203).

Midland: Mr D. C. Boyd, Five Ways House, Islington Row, Birmingham B15 1SH (Tel: 021-643 8191 – Telex 33376).

North Western: Mr H. V. Tillotson, MVO, 22nd floor, Sunley Building, Piccadilly Plaza, Manchester M1 4BD (Tel: 061-832 9111 – Telex 667830).

Scottish Office: Mr C. MacGregor, MBE, Scottish Information Office, St. Andrew's House, Edinburgh EH1 3DQ (Tel: 031-556 8501) District Office: 314 St. Vincent Street, Glasgow C2 (Tel: 041-221 5670 – Telex 77583).

Ulster Office: Northern Ireland Information Service, Stormont Castle, Belfast BT4 3ST (Tel: 63011).

Welsh Office: Mr Brian Evans, Director, Welsh Office Information Division, 42 Park Place, Cardiff CF1 3PY (Tel: 28066 – Telex 49327).

Export Business

Parkinson Cowan wins £7m Japanese heating contract

Parkinson Cowan Appliances, a Thorn Electrical Industries subsidiary, has won a £7 million contract from Japan for the supply of Rapide gas-fired warm air heaters. The agreement was concluded with Matsushita Electric Trading Co. Ltd. of Osaka for the exclusive marketing and distribution of these heaters in Japan.

This is the first time that a contract of such magnitude for complete domestic appliances has been secured by a British company from Japan, states Parkinson Cowan.

Made in Parkinson Cowan Appliances' Birmingham factory, the Rapide has a unique combined burner/heat exchanger in modular form which offers a degree of miniaturisation and reduction in weight not previously possible. The block design of the heat exchanger with its internal high-temperature combustion gives maximum efficiency in minimum space.

While a range of models will be available for thermostatically-controlled domestic room heating, by adding modules together gas-fired space heating for commercial and industrial premises is possible. The product is protected by world-wide patents.

J. C. Edwards, international director of Thorn's gas appliances division, has spent a considerable time with the Japanese company in the last six months ensuring that the design innovation and controls of the Rapide meet the requirements of the Japan Inspection Authority.

Moon silencer is launched in Greece

An order for a complete semi-automatic silencer production line has been won by Moon Brothers Ltd. of Birkenhead, Cheshire, one of the world's leading manufacturers of silencer-making equipment. Five of the company's machines and other associated equipment have been ordered by silencer manufacturers Pebssa S.A. of Thessalonikki, Greece.

The line will produce round or oval section silencers at rates of up to 180 per hour in lengths of up to 1,000 mm. Silencer body blanks are fed to a continuous-running notching machine and both edges of the blank are then preformed on a heavy-duty multi-station edge-rolling machine. Notched blanks are hand fed to the machine and pass through rollers which form both edges of the material into the correct hook form, ready for use in the body former.

The body blank with preformed edges is placed on a feed table and press button operation initiates the feed forming and locking cycle. The finished body subsequently passes out of the end of the machine and the side seam can be crimped on ejection, if required.

The order, placed through General Representations Ltd. of Piraeus, also comprises press tools for the production of end plates.

Guyana plans power station for The Garden of Eden

Taylor Woodrow International Ltd. has started work on a contract, valued at approximately £160,000 and due for completion by year end for the Guyana Electricity Corporation, for the construction of a power station at The Garden of Eden, East Bank Demerara, Guyana.

The Garden of Eden is virgin grassland between East Bank Road and Demerara River and the installation, including four diesel generator sets, is part of modernisation of the country's electricity system being carried out by Shawinigan Engineering Guyana Co. Ltd. as consulting engineers.

Taking electricity through SW Iran

James Scott (Electrical Transmission) Ltd. of Winchester has won a contract, valued at approximately £5 million, for the design, supply and construction of 230 kV overhead transmission lines in south-west Iran.

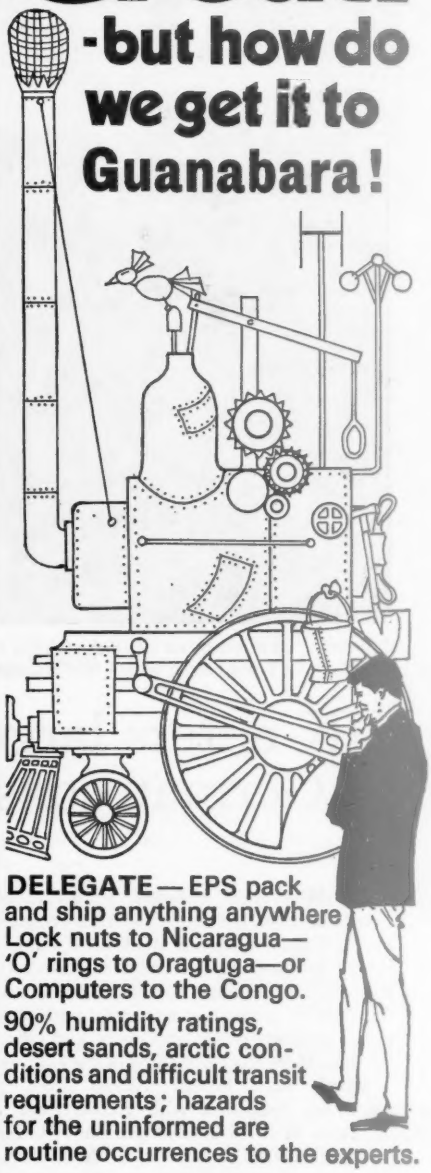
Awarded by the Ministry of Water and Power, Tavanir, the contract is the first to be undertaken in Iran by James Scott (Electrical Transmission), although the Scott Group has had a subsidiary electrical contracting company operating there for several years.

Most of the route will be through rock and desert areas although there are some sections of flatter arable land. The climate varies from hot dry conditions in the summer to snow and frost in the mountain regions in winter.

About 20 UK staff members of James Scott will be in Iran to supervise construction which will be carried out by local labour. Survey and road making will start on site shortly and it is hoped to complete the contract before the end of 1975.

Great!

-but how do we get it to Guanabara!



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Exhibitions and Fairs

Drumming up business on a British stand in the musical instrument section at the Frankfurt International Trade Fair at which BOTB supported joint ventures with trade associations

UK enters largest foreign group at German consumer goods event

From Mrs. R. S. Holmes, Vice-Consul (Commercial), British-Consulate-General, Frankfurt: At the leading German consumer goods exhibition, the Frankfurt International Spring Fair, 3-7 March, the United Kingdom was represented for the first time ever by the largest group of non-German exhibitors (128), followed by Italy (127) and France (123). Some 3,230 exhibitors from 45 countries displayed on 80,000 sq. m of exhibition space a wide selection of musical instruments, pottery and glassware, cutlery, silverware and jewellery, gifts and fancy goods, stationery and office supplies, lamps, furnishings, toiletries and shop fittings. More than one-third of the exhibitors were non-German.

There were 80,000 visitors from 90 countries, compared with 76,000 from 76 countries in 1973. The proportion of foreign buyers exceeded 20 per cent for the first time. The overall volume of orders booked from German buyers was considerably lower than at previous events, but most exhibitors found that the export business with third countries compensated for this, if only moderately. Although exhibitors had not come to Frankfurt with great expectations, the final results gave way to guarded optimism. The fair thus once again tended to reflect trends for the consumer goods industries: few long-term commitments on the part of buyers were reported.

Thirteen British piano manufacturers participated for the 11th successive time, sponsored by BOTB in a joint venture with the Piano Manufacturers Association, and displayed a wide range of keyboard instruments including upright and grand pianos, as well as harpsichords and piano actions and special tools. They had already described last year's event as 'The best fair ever' for them and found that business this time had been even better. Participation this year consolidated the British piano industry's gains made last year. Delivery periods of 12 months (or more) and increased prices did not seen to deter customers who were going for quality. The total value of business done easily exceeded £1 million on ex-factory value and it was clear that British exhibitors could have sold many more pianos if they were able to produce them.

The 31 British exhibitors in the joint venture group of the Association of Musical Instruments Industries once again benefited from the continuous world demand for musical instruments, in particular for the world-famous amplifying and sound reproduction equipment of British origin. Here again, for some of these exhibitors this year's event was the 'Best fair ever' with the great success not only in the German market but in the United States, Japan and elsewhere.

String manufacturers nearly doubled their sales over last year's and their main difficulty will be for production to keep pace with the strong demand.

Once again BOTB and the British Stationery Office Products Federation sponsored a joint venture. Almost all the 21 British exhibitors, who displayed a wide selection of greeting cards and prints, writing and office requisites and disposable paperware, were delighted with the amount of business done with customers from third markets, but the German market continues to be somewhat difficult for them. A great number of inquiries was received and the increase in the volume of orders taken this year, with a few exceptions, ranged between 60 to 100 per cent over last year.

Another nine British firms, whose products have been recognised by the British Design Council as being of outstanding design, participated in the fourth joint venture at the Frankfurt fair, sponsored by BOTB and the Design Council.

Frankfurt's brand new multi-storey exhibition hall featured 'Everything for the table', with products displayed ranging from cutlery to silverware and metal table accessories to glassware, porcelain and pottery. This hall accommodated another British joint venture of 15 members of the British Ceramic Manufacturers Federation, also sponsored by BOTB. The majority of them were satisfied with business done, many finding that their overseas customers were prepared to accept longer delivery periods. There was, however, an overall decline in the number of buyers attending this whole section of the fair.

The British Export Council for the Jewellery and Giftware Industries sponsored jointly with BOTB a number of exhibitors whose products ranged from brass and copper articles to jewellery, trays to trolleys, decorative kitchen and bathroom fittings, lamps and small leathergoods to powder compacts. Eighteen British firms participated in this group. Many of these firms reported business as having been satisfactory but the world-wide increase in raw material, particularly metal, prices presents difficulties.

The British Art Metal Export Group, showing for the third time in succession at Frankfurt, found business exceptionally good: the number of orders taken almost doubled over last year despite increased prices for the group's brass and copper products.

In addition to these seven joint venture groups, a number of other British firms participated independently in the appropriate sections of the fair and a large variety of British products was also displayed with great success on the stands of German importers and agents, notably ceramics, reproduction furniture and giftware.

To sum up, in spite of Birtish industry's recent problems and a general weakening of demand in a number of consumer sectors, most of the British exhibitors at Frankfurt did well. The next Frankfurt International Fair will take place 25-28 August.

Equipment for the medico in the city of the Medici

John Buckley (left), chairman of Davy International Ltd. and a member of the British Overseas Trade Board, examines a modular electrophysiological system designed and manufactured by Medelec Ltd. of Old Woking, Surrey, at the All-British Exhibition of Advanced Hospital Equipment, Florence, 25 February-2 March.

From Alan Harvey, Commercial Counsellor, British-Consulate General, Milan: The first thing to say about the Anglo-Italian Medical Congress held in Florence towards the end of February is that its success exceeded our most optimistic predictions. Why did it take place, what happened and what do we do next?

Following a British Hospitals Export Council sales mission to Italy in 1971 and consultations between the British Overseas Trade Board, the Department of Health and Social Security, the British medical equipment industry and our Commercial representatives in Italy, it was decided to mount an Anglo-Italian Medical Congress in Florence in order to forge closer exchanges between the British and Italian medical professions and to stimulate interest in Italy in the highly advanced and sophisticated medical equipment and hospital supplies which Britain has to offer.

The Congress was modelled upon the first of its kind held in Tokyo two years ago which provided a launching pad for British industry to penetrate further into the Japanese market. As on that occasion, the organisation of the symposium – and the associated medical exhibition – was entrusted to Overseas Exhibition Services of London, which, once again, performed admirably both in the efficiency of its operations and in the co-ordinating role with the medical professions in Britain and Italy, Government departments in London, British industry and the Commercial Department in Milan.

Why did we select Italy in particular for this operation? The main reason was our assessment that Italy is on the verge of take-off in the construction of new hospitals, in the modernisation of existing ones and in the procurement of medical equipment which Italian doctors themselves insist are urgently needed in order to provide Italy with the modern hospital and health services required for an advanced industrialised country with a population little below that of Britain. This development of hospital services will undoubtedly be accelerated by the decentralisation of responsibilities for hospital and health services to the 20 regional governments of Italy.

This was the background to the Medical Congress, opened on 25 February, after a very warm welcome from the Mayor of Florence, by Vittorio Gui, the Italian Minister of Health, in the presence of Lord Aberdare, a former Minister of State for Health, and Sir Patrick Hancock, British Ambassador in Rome. The Congress was held in the Palazzo dei Congressi, which, with its beautifully-equipped conference rooms, was an ideal setting.

A team of 12 British specialists, headed by Professor John Gillingham of Edinburgh University, and 98 leading Italian medical colleagues held intensive discussions on a wide range of subjects.

The associated British Medical Exhibition, through which the doctors passed on their way to the symposium, was supported by 43 British firms under joint-venture arrangements with BOTB. They exhibited a very wide range of products and services, from anaesthesia equipment, in which Britain is recognised as a world leader, medical electronic equipment, diagnostic apparatus, surgical instruments, pharmaceuticals, and general medical supplies, to modular operating theatres and the construction of complete hospitals.

One of the British firms participating was CED Building Services, which provide consultancy in the Oxford method of hospital building and which studied the Italian market for a considerable time. Last November, with the help of our Commercial Department, it had held a seminar in Milan following the signing of a licensing agreement with the Italian firm Nuovo Pignone of Florence which is engaged in discussions with several regional administrations for the construction of hospitals by the Oxford method. Great interest was shown by Italian doctors attending the Congress not only in the Oxford method but in the models of modular operating theatres designed both by Wellcome Medical Equipment and Venesta Hospital Systems. Some negotiations started with hospital authorities on the installation of modular operating theatres look very promising.

Also attracting many inquiries was nuclear medicine, in which field Nuclear Enterprises exhibited scintillators, gamma cameras, well counters and whole-body monitoring equipment. Another firm very keen to show equipment to the Italian medical profession, particularly to neurosurgeons, was EMI, whose brain-scanner has obtained notable success in the United States, and which will be installing the first brain-scanner sold to Italy in a hospital in Bologna next October. In the field of anaesthetic equipment, among firms well pleased with inquiries received was British Oxygen which already manufactures part of its range in Italy and distributes through its subsidiary, Saccab, which also handles complementary equipment for several other British firms, including Vickers Medical Engineering, Blease Medical Equipment and Spembly, all of which have high hopes for marketing equipment in Italy. Spembly in particular was very pleased at having sold all its equipment exhibited in the field of cryosurgery.

In the short scope of this article it is impossible to give details of the many serious inquiries received by British firms, not only from the Italian and other doctors attending the Congress, including the Italian military hospital services, but from Italian manufacturers and distributors visiting the exhibition. Most of the equipment demonstrated was not expected to be sold immediately, though some of it was, but to be purchased by hospitals and private clinics over a lengthy period of negotiations, possible adaptation to meet specific requirements and final installation. For instance, it was learned from one of the doctors attending the Congress that a 250-bed paediatric hospital in Tuscany will need equipping throughout. The hospital is now extremely interested in obtaining British equipment and the follow-up will take a considerable time.

The exhibitors were virtually unanimous in agreeing that this was precisely the type of exercise which was needed to bring the products of Britain's medical equipment industry to the notice of those members of the Italian medical profession who make the important buying decisions. What then do we do next? The Congress was not, of course, the end of the affair but simply the end of the beginning of a comprehensive effort by British firms to penetrate further into the Italian market. The next stage of following-up the many opportunities revealed at Florence will naturally lie with the British firms themselves and their distributors in Italy.

The official commercial services will, of course, give their utmost support to these efforts and we are already considering several possible initiatives to maintain the impetus. One of these is the arranging of visits to Britain by Italian specialists in the autumn so that they can see in operation in British hospitals the vast range of sophisticated medical equipment which Italian hospitals, too, should have the opportunity of using.

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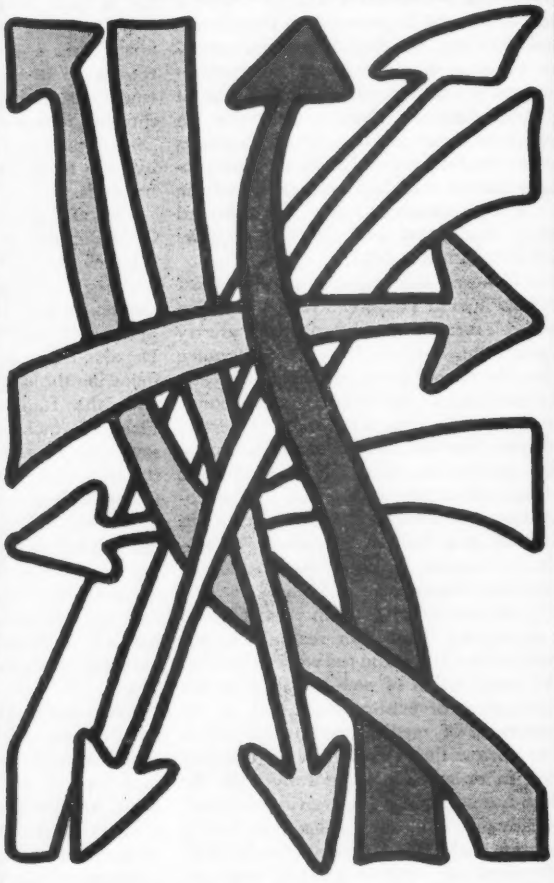

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A new brochure on industrial and commercial opportunities in Sheffield is now available. To receive your copy, simply cut out this section, attach it to your letterhead, business card or compliments slip and send to The Industrial Development Centre. (address shown above.)

Sheffield Regional Office Centre

Not long ago large scale office development in Sheffield would have seemed a desirable but unrealistic aim. Now it is firmly established and increasing in momentum as national organisations elect to locate their headquarters or branches in the city.

These developments, so important in broadening Sheffield's range of employment, are undertaken only after searching enquiries into the demand for accommodation and the economic soundness of the scheme. The many new offices which have been built in recent years demonstrate the city's high potential in this field. Thirteen prominent new blocks with floor space totalling 500,000 square feet are now almost fully let. A further 500,000 square feet in eight blocks is being built at the time of writing and another 600.000 square feet is in preparation. These developments are not confined to one restricted area of the city but cover a variety of locations. Several are in or near the legal and professional office precinct around Queen Street. Some are in the principal shopping areas and others are well sited for access to the expressways or the main railway station. Many provide car parking facilities and full air conditioning is being installed in some blocks. With this choice of accommodation any firm which contemplates setting up a regional office for commercial, financial or research purposes must surely include Sheffield on its list of possible locations. Sheffield is located in an Intermediate Assisted Area and is the nearest office centre in the Assisted Areas to London. Grants are therefore available to offices moving to Sheffield from non-Assisted Areas. The Industrial Development Officer will be happy to supply information on any aspect of office accommodation including the availability of premises, service industry grants and Corporation housing or mortgages for key personnel.

Sail sales hold as fuel cuts trim demand for power craft

From D. Moore, Vice-Consul (Commercial), British Consulate, Miami: While continuing as the most important event of its kind in the State of Florida, according to an industry source, the Miami International Boat Show was affected by general conditions prevailing in the United States. Potential buyers were worried about the fuel shortage and a possible recession and these had their effect on sales in certain categories, particularly the more expensive and larger power boats. Sailboat sales were reported to be very good with buyers showing most interest in the $3,000 to $5,000 price range.

Most dealers were of the opinion that attendance was down as compared to the 1973 event, yet show officials reported an increase of some 159 persons as compared to last year's statistics – 294,983 against 294,824.

There were 415 exhibitors, an increase of 61 as compared to the 1973 event, displaying power boats, sailing craft, marine engines, house boats, marine accessories, electronic gear, inflatable craft and hunting and fishing equipment.

The 33rd annual show contained boats in all sizes ranging from the flagship of the exposition – the 60-foot Chris-Craft Motor Yacht – to rubber inflatables fitted with outboard motors, most of which, together with ancillary products, were displayed within the 400,000 sq. ft. of indoor show space.

So popular is this event from the exhibitor's point of view and so great is the demand for space that there were some 50 to 60 displays in the open on a street running parallel to the Convention Center.

The British exhibitors area, sponsored by the British Overseas Trade Board and the Ship and Boat Builders National Federation, occupied some 5,800 sq. ft. and comprised wall booths and boat spaces.

In the booths, Electronic Laboratories (Marine) Ltd., Poole, through its US representatives, Brocks Electronics Corporation of Boston, was displaying depth sounders and radars; Brookes and Gatehouse Ltd., Lymington, navigational instruments, including Hornet and Hecta RS depth sounders and their Horatio Computer; Thomas Foulkes, London, ships chandlery; M. S. Gibb Ltd., Warsash (Gibb-Henderson), sailing yacht equipment, direct action winches and wire and rope blocks; Jack Holt Ltd., Putney, fittings for small boats; and Ralph Howe Marketing Ltd., Poole, marine electronic equipment.

Also to be seen in the wall booths were the products of Incastec Associates Ltd., Ringwood, depth sounders and fish finders; the lightweight waterproof sailing clothing from Edward Macbean & Co. Ltd., Kirkintilloch; bilge pumps from Munster Simms Engineering Ltd., Bangor; and from Simpson Lawrence Ltd., Glasgow, equipment which included windlasses and anchors.

The boat spaces were occupied by Avon Rubber Co., Ltd., Llanelli, displaying inflatable dinghies and sportsboats, life rafts and foul weather sailing clothing; Honnor Marine Ltd., Totnes, (Drascombe Driver and Longboat); Pennington Yachts New Milton, (Hirondelle catamaran); and the Ranger 36 Snow Goose class catamaran of G. Prout & Sons Ltd., Canvey Island. Dockrell Yachts, Tavistock, exhibited its D22 sloop in an outdoor space.

On exhibition stands in other areas of the two large indoor halls were to be seen Perkins diesel engines in various ratings, the Ferrograph Company (Cippenham) echo sounders, Incastec depth sounders, as well as wind direction and wind speed indicators and meters produced by Midas Instruments Ltd., Marple Bridge, Cheshire.

The British exhibitors at the event – 22-27 February – in general could not reveal at this time their sales successes in terms of dollars but were very optimistic that the many inquiries they received would result in a substantial reward. However, two of the companies present – Honnor Marine and Dockrell Yachts – each had sales on their respective stands amounting to $20,000, with additional sales after the conclusion of the exposition. Several British exhibitors were successful in appointing new dealers.

Other overseas exhibitors were from Italy, Norway, Sweden, West Germany, Canada, Venezuela.

There were two special appearances of The Royal Marine Band from HMS 'Fearless' which was visiting Miami, 21-25 February. The Band participated in the grand opening ceremony and Beat the Retreat at sunset the following day.

Sweden's King owns a British boat

From W. V. Plumridge, Commercial Dept., British Embassy, Stockholm: British firms are by tradition major suppliers of pleasure boats and fittings to the valuable Swedish market where, out of a population of just over eight million, there are no fewer than 600,000 boatowners. When the organisers of the Stockholm International Boat Show shut the doors on the last of the 108,000 visitors on 3 March, satisfied British exhibitors were able to close their order books on 10 days of successful business transacted with well-informed and prosperous buyers.

For several years the Stockholm boat show has been mildly criticised for being staged too close to the start of the hectic and relatively brief Swedish boating season for manufacturers to catch potential buyers in the full bloom of their spring buying fever. The organisers took note of the criticism and put this year's show forward by a month and, judging from reactions of exhibitors and visitors, there was no cause for them to regret their decision. Seldom have the exhibitors been so generally satisfied with the show and this was particularly true of the seven British firms that took part in the joint venture, sponsored by SBBNF in collaboration with the British Overseas Trade Baord, as well as the many others who exhibited on the stands of their local representatives.

Seasoned visitors to the major boat shows say that in some respects the Stockholm event is perhaps a little staid in comparison with some of the others; but, although there may be a shortage of high jinks, there is a wealth of good solid expertise among the public. And this is something to which British exhibitors in particular, attach great importance – for they know that, when the crunch comes and the boat is launched or the new piece of equipment is put through its paces, no sales gimmick could save them or their reputations if products fell short of expectation.

The very well sited and illuminated British pavilion was without doubt one of the major attractions of the show and many visitors found much to interest them on it. These included the young King Carl Gustaf who told the British exhibitors that he was the satisfied owner of a British boat.

One of the biggest draws was the Fletcher Glastron GT-150, the type used in the latest James Bond film 'Live and Let Die', one of the six fine boats in the British firm's current range. W. O. Howard of Small Craft (Blockley) Ltd. achieved his aim of finding an agent within three days of the opening. By the time the show closed, he had taken firm orders for 18 boats worth roughly £24,000 and was negotiating business with a further dozen or so serious inquirers. The Avon Rubber Co. displayed a wide range of rubber craft and equipment through its local subsidiary and the only regret was that for the time being the UK factory was unable to let them have all the new Sea Riders they could sell!

J. R. Stevens, representing Shetland Boats Ltd., was quietly confident that after working on the Swedish market for four years it was at last about to open up. Judging from the keen interest shown in the Shetland boats and the total value of firm orders taken his optimism is well-founded. He also appointed an agent during the show – one of Sweden's leaders – and is confident that his new arrangement will result in continuing business on a greatly expanded scale. The stands of Honnor Marine and Rydgeway Marine were particularly well attended and there were few occasions when less than half-a-dozen admirers were aboard looking round or waiting to do so.

H. F. Brooker of SBBNF said there was no doubt that the British exhibits selected for the show were exactly right in every respect – price, design, quality – and in his opinion British firms are still set fair for continued success in the important Swedish market.

BOTB aiding firms at German fairs . . .

During this month and April over 240 British companies will be represented, under the sponsorship of the British Overseas Trade Board, at eight West German trade fairs. The products presented by these British companies range from furs to dentures and from pianos to machine tools.

Frankfurt International Trade Fair: 3-7 March – over 100 British firms occupied 2,521 sq. m at this important trade fair in the Frankfurt Fair Grounds. These firms organised, with BOTB, seven joint-venture displays in conjunction with their appropriate trade organisations. Musical instruments, ceramics, stationery and jewellery were among products exhibited and in addition the Design Council took an active part at the fair.

Dusseldorf International Fashion Trade Fair: 10-13 March – in association with BOTB and the British Hosiery and Knitwear Export Group, seven companies from the south and the Midlands arranged a joint-venture display at this international event.

Dusseldorf European Footwear Samples Display: 23-25 March – representative of 19 British shoe manufacturers are presenting a joint-venture display in collaboration with BOTB and the British Footwear Manufacturers Federation.

Munich International Fashion Week: 24-28 March – over 30 British fashion companies, presenting a great variety of goods including furs, leathers and sportswear, have arranged a 1,000 sq. m display with BOTB and the Clothing Export Council.

Frankfurt International Fur Fair: 3-7 April – some of the companies represented at the Munich Fashion Week move to Frankfurt for this specialised event, with 25 British firms presenting a joint-venture exhibition with BOTB and in co-operation with the British Fur Trade Association.

Stuttgart British Machine Tool and Equipment Exhibition: 22-27 April – nearly 60 companies from throughout the country are taking part at this 'All-British' exhibition, in association with BOTB and the Machine Tool Trades Association.

Hamburg International Dental Show: 23-28 April – dental manufacturers from eight British companies are supported by BOTB, in conjunction with the British Dental Trade Association, at this specialised event, the ninth of its kind.

Frankfurt International Meat Trade Fair: 28 April-5 May – barbecue ovens, iron presses and cleaning machines are some of the items to be presented by nine British companies at this trade fair, under the direction of BOTB and the London Chamber of Commerce and Industry.

. . . at Swiss shows

Over 45 British companies are presenting joint venture displays under the direction of the British Overseas Trade Board at three Swiss trade fairs this month and in April.

Zurich: International Sheet Metal Exhibition and Conference, 12-16 March – a total of 15 British companies will be represented in conjunction with the Birmingham Chamber of Commerce. This will be the first time a joint venture display has been arranged for this exhibition and among products to be displayed by the British companies are lifting jacks, electron beam welding and rolling-mill equipment.

Basle: Swiss Industries Fair: 2nd European Watch, Clock and Jewellery Fair, 30 March-8 April – precious stones, costume jewellery, electronic watches and marine chronometers are some of the items to be presented by 18 British companies at a joint venture display in association with BOTB.

Zurich: International Gas Turbine Conference and Product Show, 31 March-4 April – for the first time a British group of 14 companies, co-sponsored by the British Electrical and Allied Manufacturers Association, will be represented at this conference and exhibition.

Trade data office for Hanover Fair

At this year's Hanover Fair, 25 April-3 May, there will be an official British Trade Information Office in the Internationaler Treffpunkt – Room 34-35 which is situated in the Mittelallee.

It will be manned by members of the Commercial Section of the British Consulate-General in Hanover with the assistance of members of other British Consulates-General in the Federal Republic and the British Embassy in Bonn. There will also be a representative of the British Information Services available, 18 April-3 May, to assist those requiring advice on press and TV matters. Contact with the representative, 18-24 April, may be made through the British Consulate-General – telephone Hanover 0511-327641.

The British Trade Information Office's telephone number is Hanover 89-3211/12 with effect from 25 April.

America department stores plan British promotion

The St. Louis department store, Stix Baer and Fuller, a member of the Associated Dry Goods Corporation, is planning a full scale British Promotion for autumn 1974. It is a full-line department store, with medium to high priced lines, and has four branches in St. Louis and one in Kansas City.

The Kansas City promotion runs for one week from 16 September and that in the downtown St. Louis store for two weeks from 23 September.

British firms interested in this promotion and long term sales to the group should, in the first instance, submit offers to: John Miller, Director, Associated Dry Goods (UK) Ltd., Elsley House, 24-30 Great Titchfield Street, London W1P 8AQ. Tel. 01-636 5781.

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Missions and Tours

British motor manufacturers go on sales drive to Tokyo

With export growth estimated at around 15 per cent a year, Japan has been described as 'a very steady growth market over the next five years' by R. H. Salisbury Jones, at least for his own company, Rolls-Royce Motors Ltd., Crewe. Mr. Salisbury Jones was leading the latest trade mission to Japan sponsored jointly by the British Overseas Trade Board and the Society of Motor Manufacturers and Traders.

Reynold Ltd. of Manchester estimates that it has done business worth £500,000 in the short and medium term which includes an important contract to supply a leading Japanese motor manufacturer with 100 per cent of its requirements for timing chains for two models being introduced this year. Reynold's representative in Tokyo was also optimistic about a similar deal with another major manufacturer. A member of Reynold Ltd. will now visit Japan at least four times a year and the firm will take part in the SMMT exhibition at the British Export Marketing Centre in April 1975.

Other members of the mission, 17 February-1 March, also found that the Japanese market had considerable potential.

Summing up, Mr. Salisbury Jones said the mission had been a useful one and he attributed the members' achievements to the support of the Commercial staff at the British Embassy, Tokyo, 'to the open welcome of Japanese companies anxious and willing to do business', and to the mission members being able to make business contacts right away.

Mr. Salisbury Jones emphasised the possibilities for reciprocal trading with Japan and found that the mission members had expressed 100 per cent support for the British Export Marketing Centre and hoped that similar visits would be made annually.

Petroleum plant men seek Japan markets

A 20-strong British Overseas Trade Board-supported export mission of members of the Council of British Manufacturers and Contractors serving the Petroleum and Process Industries (CBMPE) has left London to look into opportunities in the Japanese market.

The group, also visiting Hong Kong on the 19-day trip, is examining the possibilities of direct sales to Japan, collaboration with Japanese companies in joint ventures, licensing arrangements and investment in Japan. The members will be meeting officials from the Japanese Foreign Office and the Ministry of International Trade and Industry, as well as leading Japanese industrialists.

The members of the mission seen in the photograph below before boarding their Japan Air Lines flight to Tokyo are: J. D. Cumming, director, Balfour Kilpatrick (International) Ltd.; A. H. Simpson, managing director, Woodfield Rochester Ltd.; D. G. Arundale, marketing manager, Matthew Hall Engineering Ltd.; F. C. Hodgson, special director, technical sales, Sterling Cable Co. Ltd.; R. R. Lack, commercial director, CBMPE; W. J. R. Stocks, manager, technical services, Ruston Gas Turbines Ltd.; A. T. Wright (leader of mission), director of exports, GEC Power Engineering Ltd.; J. L. Galloway, managing director, Brefcon International Ltd.; L. Sterling, deputy general manager, pump group, Stothert and Pitt Ltd.; K. J. Biggs, deputy marketing manager, Rolls-Royce (1971) Ltd.; P. D. Terry, sales manager (Far East), Capital Plant International Ltd.; V. W. Press, marketing director, power division, Mather and Platt Ltd.; D. C. Hynd, export sales manager, Motherwell Bridge Engineering Ltd.; E. D. Hughes, export manager, GEC Machines Ltd.; J. E. Cooke, managing director, E. Pass and Co. Ltd.; D. F. Penny, sales director, power plant division, Clarke Chapman – John Thompson Ltd.

Trouble in store? Quicker by tube

An all-out attack on the European market is to be launched by London shopfitters and designers City Industrial Ltd. At the end of March, Sam Morris, chairman and founder of the company, will visit Sweden, Denmark, West Germany, Belgium and Holland.

The system, which, CIL reports, has already proved extremely popular in the UK departmental store field, consists of chromium-plated tubular uprights to which a series of brackets and components can be attached. Finished in bright chrome, they can be clamped to the tube at any given position, creating infinite flexibility.

New EC Legislation

The legislation listed below has been published in the 'Official Journal of the European Communities' as indicated against each item. The 'Official Journal' is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as exports are concerned, is available from Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

COMMON AGRICULTURAL POLICY: The texts of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

Sugar. Regulation (EEC) 527/74 amending the description of goods covered by tariff heading 17.02 ex D in the Annex to Regulation (EEC) 389/74, laying down detailed rules for applying the special export levy on syrups and other sugars. (*Official Journal* L64, 6 March 1974)

Wines. Regulation (EEC) 528/74 on a fourth amendment to Regulation (EEC) 1020/70 on recording quotations and fixing average prices for table wines. (*Official Journal* L64, 6 March 1974)

RULES OF COMPETITION: The *Official Journal of the European Communities*, L52, 23 February 1974, contains the text of Decision 74/77/ECSC authorising an agreement between a number of British steelmaking undertakings for the establishment of a joint buying agency for ferrous scrap and other steelmaking materials.

Further information: Department of Industry, Iron and Steel Division, Thames House South, Millbank, London SW1P 4QJ (tel. 01-222 7000 ext. 1042)

EEC/AUSTRIA – COMMUNITY TRANSIT: The *Official Journal of the European Communities* L58, 28 February 1974 contains the text of Regulation 428/74 implementing Decision Nos. 1/74, 2/74, 3/74, and 4/74 of the Joint Committee set up under the Agreement between the EEC and Austria on the application of the rules on Community transit.

Decision 1/74 of the Joint Committee amending the Agreement following the Accession to the EEC of Denmark, Ireland and the United Kingdom.

Decision 2/74 of the Joint Committee amending the Appendices to the Agreement.

Decision 3/74 of the Joint Committee amending the Appendices to the Agreement (loading lists).

Decision 4/74 of the Joint Committee on the Danish and English texts of the Agreement.

Regulation (EEC) 2813/72 on the conclusion of an Agreement between the EEC and Austria on the application of the rules on Community transit.

Ageeement between the EEC and Austria on the application of the rules on Community transit.

Further information: HM Customs and Excise, King's Beam House, Mark Lane, London EC3R 7HE (tel. 01-626 1515 ext. 2263)

ENERGY POLICY: The *Official Journal of the European Communities* C19, 28 February 1974 contains the text of the following Communication inviting applications for support of projects in the hydrocarbons sector under the provisions of Regulation (EEC) 3056/73, the text of which was published in *Official Journal* L312, 13 November 1973. Applications should be submitted within 30 days from 28 February 1974.

COMMUNICATION FROM THE COMMISSION ON THE SUPPORT OF COMMUNITY PROJECTS IN THE HYDROCARBONS SECTOR

1 The Council of the European Communities has adopted Regulation (EEC) No. 3056/73 on the support of projects, to be known as 'Community projects', in the hydrocarbons sector. The Community support is intended to promote technological development projects likely to improve the security of the Community's energy supplies and directly connected with prospecting for, producing, storing or transporting hydrocarbons.

2 The Commission of the European Communities invites those interested to submit, within 30 days following the publication of this communication in the *Official Journal of the European Communities*, application for support which would be eligible for consideration in the course of the 1974 financial year.

3 Each application must include the information listed in Article 5 (2) of Council Regulation (EEC) No. 3056 73.

4 The applications must be sent to: The President of the Commission of the European Communities, 200, Rue de la Loi, 1040 Brussels

Further information: Department of Energy, Oil Policy Division, Thames House South, Millbank, London SW1P 4QJ (tel. 01-222 7000 ext. 1550).

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

EEC Information Unit

The EEC Information Unit helps firms of all types and sizes by answering general questions about the effects of entry into the EEC and by guiding them where necessary to more specialised information sources. New customers are always welcome, particularly firms new to EEC questions.

The Unit's address is: EEC Information Unit, Department of Trade, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 7877 ext. 3591 for publications; extensions 5377, 5479, 5480 or 3579 for questions on EEC matters.

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Trade Information

Imports from Bulgaria: quota arrangements for 1974

Quotas for the import into the United Kingdom during the 12 months commencing 1 January 1974, of goods from Bulgaria which remain subject to quantitative restriction are set out below:

Quota no.	Tariff heading	Description	Value £'000 cif or quantity
1	ex 07.01	Fresh vegetables, being:	
		(a) Green beans during the period 1 June to 30 September	10 tonnes
		(b) Lettuce and endive during the periods 1 January to 15 June and 15 November to 31 December	10 tonnes
		(c) Tomatoes during the period 15 May to 31 October	330 tonnes
2	ex 07.02	Vegetables preserved by freezing, being: Asparagus, green beans, broccoli and cauliflower, Brussels sprouts, carrots, celery, mushrooms, dry-bulb onions and shallots, green peas, rhubarb and spinach	550 tons
3	ex 07.03	Cauliflower in brine	65
4	ex 07.04	Dried vegetables, being: Asparagus, green beans, broccoli and cauliflower, Brussels sprouts, carrots, celery, herbs (*other than in bulk*), mushrooms, dry-bulb onions and shallots, rhubarb and spinach	700
5	ex 08.10 ex 20.03	Fruit preserved by freezing, being: Apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries (of which not more than 90 tons each for raspberries and strawberries and not more than 100 tons for blackcurrants)	725 tons
6	ex 08.11 ex 20.06	Fruit pulp of: Apple, cherry, currants, gooseberry, loganberry, pear, plum, raspberry and strawberry (of which not more than 1,500 tons for raspberry and strawberry pulp together and not more than 400 tons for blackcurrant pulp)	2,630 tons
7	ex 08.12	Dried fruit, being: Apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries	380
8	ex 20.02	Canned or bottled vegetables, being: Asparagus, green beans, beetroot, broccoli and cauliflower, Brussels sprouts, carrots, celery, mushrooms, dry-bulb onions and shallots, green peas, rhubarb and spinach	400
9	ex 20.05	Jams and fruit jellies of: Apple, cherry, currants, gooseberry, loganberry, pear, plum, raspberry and strawberry (of which not more than 770 tons for raspberry, strawberry and blackcurrant taken together)	2,900 tons
10	ex 20.06	Canned or bottled fruit, being: Apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries (of which not more than £10,000 for raspberries and strawberries taken together and £10,000 for blackcurrants)	200
11	ex 20.07	Juices of apples, blackcurrants and pears	50
12	36.06	Matches (excluding Bengal matches)	5
13	53.11	Woven fabrics of wool or fine animal hair	65
14		Apparel of knitted or crocheted wool or fine animal hair, the following:	
	ex 60.04	Under garments of knitted or crocheted wool	
	ex 60.05	Outer garments and other articles of apparel of knitted or crocheted wool or fine animal hair	57.5 (a)
15		Fabrics and made-up textile articles of cotton, the following:	
	55.07 55.08 55.09	Woven fabrics of cotton	
	ex 60.05 ex 62.02	Bed linen, table linen, toilet linen and kitchen linen, curtains and other furnishing articles of cotton	
	ex 62.01	Travelling rugs and blankets (*other than electric blankets*) of woven cotton	
	ex 62.05	Other made-up textile articles of woven cotton, *excluding those made up from narrow fabrics*	21
16		Woven apparel, the following:	
	ex 61.01 ex 61.02	Outer garments of woven man-made fibres or flax	
	ex 61.03 ex 61.04	Under garments of woven cotton or flax	
	ex 61.06	Shawls and other articles falling within 61.06 of woven man-made fibres or flax	
	ex 61.07	Ties, bow-ties and cravats of woven flax	187.5 (a)
17	ex 64.01 ex 64.02	Footwear wholly of rubber or with uppers mainly of rubber. Footwear with rubber soles and textile uppers	45
18	69.11 69.12 69.13	Domestic and ornamental china and earthenware	70
19	ex 85.15	Transistorised radio broadcast receivers and radiograms	50
20	ex 85.15	Transistorised television broadcast receivers with screens of 18 in. and over in size (b)	25

(a) These quotas include special import facilities, to the following values, which are valid for 1974 only and might not necessarily be available for the 1975 quota year:
Quota No. 14: £12,500
Quota No. 16: £12,500

(b) The reference to screen size is to the diagonal measurement.

Note: The licensing of imports of processed fruit and vegetables will be arranged on a quarterly pro rata basis (see *Trade and Industry*, 28 February 1974).

Benelux-Romania quotas for 1974

An unofficial translation (into the Dutch language) of the Benelux-Romania quotas for the exchange of goods during the calendar year 1974 was published in *Wereldmarkt* No. 9, of 28 February 1974. A copy of this Dutch text is available. Applications from British exporters for copies should be addressed to OTAR(b) Section, Export Data Branch.

EDB ext. 288/466/467

Imports of bananas from the Dollar Area

To offset expected shortfalls in supplies of fresh bananas to the United Kingdom from other sources, a further supplementary quota of 7,500 tons has been established for imports from the Dollar Area.

In order to ensure continuity of imports, the Department's Import Licensing Branch will allocate the supplementary quota among existing licence holders, having regard to the use they have made of their existing allocations under the current quotas for 1973/4. Import licences will be issued to importers against their allocations only for those amounts

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for which they can produce evidence of a firm contract with the overseas suppliers. Licences issued under these arrangements will not be valid after 30 September 1974.

The Dollar Area, as defined in the Open General Import Licence, means Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, the Phillipines, the United States of America and Venezuela.

Cuba: Industrial property agents

The Chamber of Commerce in Cuba has advised that under a recent decree it is now the sole legal agent for industrial property matters and that private agents can no longer operate in that country. It is a requirement of the decree that a new industrial property agent be designated for all pending patent and trade mark applications before 31 March 1974 and the Cuban Chamber of Commerce offers its services for handling pending applications and other industrial property matters for interested parties. It is understood, however, that in practice powers of attorney can be registered after the above date without prejudice to pending applications.

The address of the Cuban Chamber of Commerce is Camara de la Republica, Calle 21 No. 661, Vedado, Habana, Cuba, but correspondence must be sent c/o Cuban Commercial Office, 54 Conduit Street, London for forwarding.

Visit of Deputy Prime Minister of Republic of Korea

HE Wan Sun Tae, Deputy Prime Minister and Minister of Economic Planning of the Republic of Korea, paid an official visit to the United Kingdom as a guest of Her Majesty's Government from 16 to 20 March. He had meetings with Ministers concerned with trade, economic and foreign affairs and with representatives of the Confederation of British Industry, British Overseas Trade Board and the London Chamber of Commerce and with leading British businessmen.

Indonesia: capital aid

In accordance with an assurance given last year by HM Government to the Republic of Indonesia for £12 million of capital aid, the Overseas Development Administration has approved £1 million for the purchase of a wide range of British goods. The £12 million consists of £8 million for development projects and £4 million for programme aid, of which this £1 million is a part. **CRE ext. 5253/3348**

ECGD news

CRE Commercial Relations and Exports Divisions, Tel. 01-222 7877 (extension at end of each notice)

EDB Export Data Branch, Export Services Division, Tel. 01-248 5757 (extension at end of each notice)

● New commission scheme for insurance brokers

After full discussions with representatives of the insurance broking industry the ECGD is to introduce new commission arrangements.

To any broker introducing new Comprehensive Guarantee business the Department will pay commission on the first year's premium. Continuing commission however will now only be payable to specialist credit insurance brokers handling and servicing a substantial portfolio of ECGD business. As in the past there will be no rebate for exporters who do not use the services of a broker.

The new code – all brokers are being sent full details – will apply from 1 April but will in general allow present rules to run for existing business until the policy anniversary date.

● Credit of £10m for Ekofisk oil field

The ECGD has guaranteed a £10 million loan by Barclays Bank to Norpipe, a company owned on a 50/50 basis by the Norwegian State Oil Company and the Phillips Norway Group, an international consortium of companies. The loan will be used to supply UK equipment and services in the building of an oil pipeline from the Norwegian Ekofisk oil field in the North Sea to Teesside and a gas pipeline to Emden in Germany.

The 220-mile oil pipeline is almost completed and should be carrying 300,000 barrels of oil a day in 1975, rising to one million barrels a day. The laying of the 268-mile gas pipeline will begin in April and is expected to be completed at the end of the year.

The £10 million is part of a financial package which has been set up to finance the laying of the oil and gas pipelines and the construction of processing facilities ashore.

ECGD-supported finance will be available only for goods and services performed outside the UK's territorial waters. The minimum value for individual contracts under the loan is £5,000 and orders must be placed through the buying agents, Phillips Petroleum Company Norway, before 31 December 1976. Repayment of the loan will be over five years, the first instalment being due in July 1977.

Exporters interested in the facility should contact either ECGD (Mr. R. W. Willis tel. 01-606 6699 ext. 393); Barclays Bank, (Mrs. V. M. Calthorpe, tel. 01-283 8989 ext. 3436); or Phillips Petroleum, (Mr. B. Youree, tel. 01-828 9766).

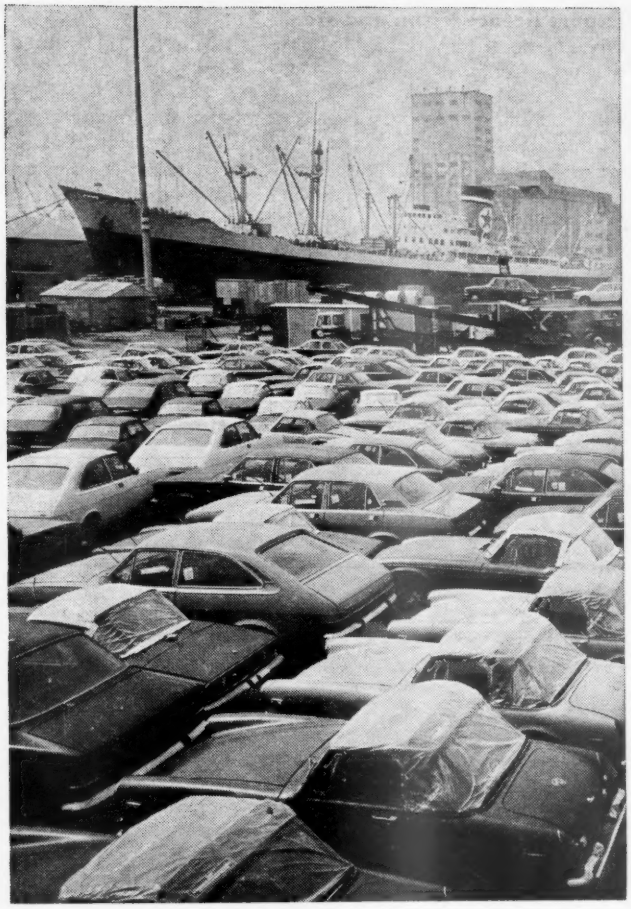
● Romania: line of credit increased to £8m

The Export Credits Guarantee Department has guaranteed the increase from £5 million to £8 million of a line of credit to Romania; the period for placing the contracts has also been extended to the 23 October 1975.

The increase and extension to the loan ,which is for contracts with a minimum contract value of £5,000, has been arranged by National Westminster Bank Ltd. and Romanian Bank for Foreign Trade, who were the original parties to the loan.

Contracts placed so far under this line of credit have included a radio isotype plant, machine tools, carpet weaving machinery and shipyard hydraulic presses. Repayment of the loan is over two to five years depending upon the value of the individual contract.

Exporters interested in further details should contact the ECGD, (Mr. I. Bonnett, tel. 01-606 6699 ext. 7302) or National Westminster, (Mr. K. F. C. Butt, tel. 01-606 1080).



British Leyland cars line up at Liverpool docks in the drive that earned for Britian £424 million in exports in 1973 – the largest exports ever by a British company of any kind. The total value of sales by the group during the year was £1,564 million, of which £744 million – or 48 per cent – was for overseas. Sales by units totalled 1,161,000, including 969,000 cars, 176,000 trucks, buses, vans and other commercial vehicles, and 16,000 agricultural tractors.

● Linerboard machine worth £5m for Sweden

The Export Credits Guarantee Department has guaranteed a £4.1 million loan, for the purchase of a £5.1 million linerboard machine, to Obbola Linerboard, Sweden, a joint venture company between Svenska Cellulosa of Sundsvall, Sweden, and St. Regis Paper Company of New York.

Walmsleys (Bury) Ltd., Lancashire, will supply and supervise the erection of the machine, which will produce linerboard at the rate of 900 metres a minute, using initially 280,000 tons and ultimately 375,000 metric tons of Swedish pulp each year.

The loan was negotiated by Hambros Bank Ltd. on behalf of Barclays Bank International Ltd. Repayment of the loan will be over eight years from commissioning, which is expected to be in the first half of 1976.

Advice to applicants for iron and steel export licences

The Government has decided to maintain for the time being restrictive licensing on exports of certain iron and steel products in order to ensure adequate supplies to British industry while it is recovering from the effects of the recent miners' strike. Exports of other iron and steel products in adequate supply are to be freed from individual licensing control. These products are listed in the Open General Licences (see below), which the Department of Trade has issued and may now be exported freely to all destinations other than Southern Rhodesia.

It is intended that for the period 1 April to 30 June 1974 bulk licences should be issued by reference to half of the average rate of exports against orders obtained by the applicant during the years 1972 or 1973, whichever was the greater. The firm intention is that these licences should be used to meet priority exports of the products which will still be subject to control by individual export licences. These products are those covered by HM Customs Tariff Heading 73.01, 73.06 to 73.13 inclusive, 73,15 and 73.16 other than those now to be covered by the aforementioned Open General Licence.

Exporters seeking licences should obtain application forms 'A' from Export Licensing Branch, Department of Trade, Sanctuary Buildings, 16-20 Great Smith Street, London SW1P 3DB (01-222 7877 ext. 4247 and 4249); application(s) should be completed *with two carbon copies*. If an exporter requires his licence to be split into parts because exports will be made from a number of ports then the appropriate number of applications and copies should be submitted, up to a maximum of six in the first place. The completed application(s) and copies should be submitted to Export Licensing Branch. The applications should be accompanied by a covering letter, *in duplicate*, giving details of the applicant's total tonnage of exports against orders they themselves obtained, under tariff headings 73.01, 73.06 to 73.13 inclusive, 73.15 and 73.16 in each of the years 1972 and 1973, showing separately tonnages of new and used products if applicable. Applicants should exclude exports of goods which they arranged to ship against orders obtained by other UK firms.

Exporters should not apply for licences for individual consignments; the bulk licences granted will be valid until 30 June and should be used as needed.

For most new iron and steel products the following description should be inserted on Part II of the Form 'A':
'Unused iron and steel goods falling within tariff headings 73.06 to 73.13 inclusive'
regardless of the particular products within those headings which they wish to export. Separate applications should be made for bulk licences for each category of the following goods:

(a) Re-usable/re-rollable iron and steel goods falling within tariff headings 73.06 to 73.13 inclusive
(b) Pig iron, etc., under 73.01
(c) Alloy steel and high carbon steel (other than wire) with an fob value of £250 per tonne or less under 73.15
(d) Unused rails, check rails and chairs under 73.16
(e) Re-usable/re-rollable rails and check rails under 73.16

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Registered trade marks

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Other information requested on the application form is not required in these cases, ie specific destination, consignee or date of shipment. Armour plate and other strategic iron and steel materials should continue to be applied for separately with all the relevant information requested.

Annexed to these instructions is a copy of a General Licence extending the duration of existing licences prefixed '5A' expiring on 31 March to 30 April 1974. These should allow exporters to ship goods which have been delayed by shipping difficulties in March.

The supply/demand position will be kept under continuing review and the restrictions will be removed as soon as circumstances permit.

Testing and inspecting paper machine winder drive control equipment in the Harland Simon plant at Bletchley, Bucks, before despatch to New Zealand. The equipment is part of a contract valued at £500,000 awarded to Harland Simon by Tasman Pulp and Paper Co.

Export licence – iron and steel

Open General Export Licence dated 18 March 1974 granted by the Secretary of State.

The Secretary of State, in exercise of powers conferred by Article 5 of the Export of Goods (Control) Order 1970(a) as amended(b) and now vested in him(c), hereby grants an Open General Export Licence authorising the exportation from the United Kingdom to any port or destination, other than to any destination in Southern Rhodesia, of the iron and steel products falling within Group 5 of Schedule 1 to the said Order and specified in the Schedule hereto.

This Instrument shall come into operation on 19 March 1974.

B. M. Eyles (Miss)
An Assistant Secretary
18 March 1974 Department of Trade

(a) SI 1970/1288 (1970 III, p. 4270).
(b) The relevant amending Order is SI 1974/213.
(c) See SI 1970/1537 (1970 III, p. 5293).

SCHEDULE

Tariff heading (1)	Description (2)
73.02	Ferro-alloys.
73.04	Shot and angular grit and wire pellets.
73.05	Iron or steel powders; sponge iron or steel.
ex 73.12	Unused cold-rolled hoop and strip.
ex 73.15	Unused clad, coated or otherwise surface-treated hoop and strip other than tinned hoop and strip. Unused bandsaw strip.
ex 73.14 ex 73.15	Wire.
ex 73.15	All other products falling with Tariff heading 73.15 with a f.o.b value exceeding £250 per tonne.
ex 73.16	Railway and tramway track construction material, other than rails and check-rails and chairs.
73.17	Tubes and pipes of cast iron.
73.18	Tubes and pipes and blanks therefor, of iron (other than of cast iron) or steel, excluding high-pressure hydro-electric conduits.
73.19	High-pressure hydro-electric conduits of steel.
73.20	Tube and pipe fittings.
ex 73.40 and ex any other heading including goods of this description	Castings and forgings (other than drop forgings) in the rough state.

Extension of validity of export licences – iron and steel and scrap

The Secretary of State in exercise of powers conferred by Article 5(1)(a) and Article 10 of the Export of Goods (Control) Order 1970(a) as amended(b) and now vested in him(c) hereby extends the validity until 30 April 1974 of all individual specific and individual bulk export licences bearing a number prefixed '5A' granted in exercise of the powers conferred by the said Order and still in force, to the extent to which such licences authorise the exportation from the United Kingdom of any goods of a description included in Group 5 of Schedule 1 to the said Order under the entries relating to iron and steel and to scrap and old metal, being goods not covered by the Open General Export Licence dated 18 March 1974.

B. M. Eyles (Miss)
An Assistant Secretary
18 March 1974 Department of Trade

(a) SI 1970/1288 (1970 III, p. 4270).
(b) The relevant amending Order is SI 1974/213.
(c) See SI 1970/1537 (1970 III, p. 5293).

Advertising in 'Trade and Industry'

Inquiries about advertising in *Trade and Industry* should be addressed to HMSO, Room C70, Atlantic House, Holborn Viaduct, London EC1P 1BN (Tel. 01-248 9876 ext. 6147).

Tariff and Trade Notices

Portugal

Motor vehicles: revised system of import duties and taxes

Trade and Industry, 7 February 1974, published details of revised motor vehicle import duties and taxes. The Portuguese authorities have, by Decree Law 46/74 of 14 February 1974, established that from 1 January 1974 the rate of duty on goods imported under BN heading 87.02.09 (light goods and passenger vehicles) shall not be less than 9.50 Esc, per kg.

The notes in the tariff showing the minimum rates for fiscal duties on goods falling under BN headings 87.01, 87.02, 87.03 and 87.04, provided for by Decree Law 600/72, are cancelled.

EDB ext. 460/461

Norway

Certain blouses and shirts: import licensing

Norway has introduced import licensing for blouses and shirts of Indian origin classified under BN 61.02 520, 550 and 590 and BN 61.03 120, 151, 159, 191 and 199. No further information is available.

EDB ext. 458/459

Lebanon

Paper handkerchiefs: import regulations

The Lebanese authorities have issued new regulations on the import and local packaging and sale of paper handkerchiefs. Fuller details are available in French.

EDB ext. 420/475

Iran

Fruit: import regulations

The Iranian authorities have issued regulations governing the import of apples, tangerines, oranges, pears, lemons, grapefruit, pineapples and mangoes. The main points are:

Import of these fruits has been authorised subject to certain conditions.

The import deposit on these fruits has been reduced from 100 per cent to 15 per cent.

Opening of documentary credit is compulsory and credit applicants must hold a permit issued by the Plant Preservation Organisation of the Ministry of Agriculture and Natural Resources.

Copies of the regulations (in English) are available to British exporters on request.

EDB ext. 475/420

Lamb and goat skins: import regulations

The Iranian authorities have announced that the import of lamb and goat skins (ex BN 41.01) and lamb and goat guts (casings) (ex BN 05.04) is now dependent on the approval of the Iranian Ministry of Economy.

EDB ext. 475/420

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Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: 01-222 7877); and Export Data Branch (EDB), Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Saudi Arabia

Tariff changes

In order to protect local industries the Saudi Arabian authorities have announced the following customs duty changes:

BN No. 34/2 (1) Organic surface active agents *ad val* 20%
BN No. 39/2 (7) Hardened pipes and tubes of polyvinyl chloride material *ad val* 20% (minimum duty 70 Halalas per kilo)

These new rates of duty are valid for five years from 24 December 1973, after which the rates will return to 10 per cent.

EDB ext. 420/475

An unusual demonstration of the operation of a miniature TV camera, the Rees 50, which can locate a hairline crack on the inside of a pipe as small as 2 in. in diameter. Also shown is the larger Rees 80, which can be used under water. These mini-cameras, made by Rees Instruments Ltd., Old Woking, Surrey, are in use in many parts of the world on work varying from surveys of deep irrigation bore holes to the precise inspection of boiler tubes and the insides of nuclear reactors.

South Africa

Seed regulations

South African *Government Gazette* No. 4180 of 1 March 1974 (Notice R.301) carries details of the proposed new regulations, under the Seed Act 1961, on the packaging, and the marking and labelling of seed containers. Representations on the proposed regulations should be made, within 10 weeks of the date of publication of the Notice, to the Secretary for Agricultural Technical Services, Private Bag X116, Pretoria 0001. **CRE ext. 5274**

Mozambique

Import licensing

All goods imported into Mozambique require an import licence, the issue of which is governed by priority lists, first priority being given to essential products (see *Trade and Industry*, 16 March 1972). Revised lists, effective from 6 November 1973, have been published in *Boletim Oficial de Mozambique*, First Series, No. 7, of 17 January 1974. British exporters requiring information on the position of specific products should address their inquiries, quoting BN numbers if possible, to OTAR Section, Export Data Branch. **EDB ext. 460/461**

Malaysia

Sales tax on fermented beverages – toddy

Rates of tax amendment. The Malaysian *Government Gazette* has published the Sales Tax (Rates of Tax) (No. 2) (Amendment) Order 1974 which amends the schedule to the Sales Tax (Rates of Tax) (No. 2) Order 1972 as follows:

22.07 900	Other (excluding toddy)

The schedule refers to goods which are subject to sales tax at the rate of 10 per centum: the amendment exempts toddy from the tax.

Sales tax exemption: The Malaysian *Government Gazette* has published the Sales Tax (Exemption) Order 1974 which amends Schedule A to the Sales Tax (Exemption) Order 1972 by adding the following:

Customs tariff chapter	Customs tariff heading and/or item number	Description of goods
22	22.07 900	Toddy, other than canned or bottled toddy

Schedule A refers to goods exempted from payment of sales tax.

EDB ext. 469/468/401

South Korea

Teak logs: import ban

According to a press report the Korean Office of Forestry has banned the importation of teak logs for domestic use under BN heading 44.03. No further information is available. **EDB ext. 475/420**

Japan

Tea: country of origin markings

The Japanese Fair Trade Commission has laid down the following principles about markings on blended tea:

1 Where there are two producer countries, the name of the one with the higher ratio of tea in the blend should be shown first eg 'India. Ceylon' (the full stop must be placed between the two names).
2 Where there are more than two countries involved, and the ratio of one in the blend exceeds 90 per cent, this should be shown by indicating that country's name followed by 'and others' eg 'India and others'.
3 Where there are more than three producer countries, the names of the two (at least) with the highest ratio in the blend should be shown by indicating those countries' names followed by 'and others' eg 'India. Ceylon and others'.;
4 The name of the country where blending takes place need not be shown, but where it is, either 'Eikoku' or 'Igirisu' may be used. ('Eikoku 'is used to mean Britain or United Kingdom while 'Igirisu' is used to mean England).
5 In response to a request from the Embassy of Sri Lanka, where the producer country is Sri Lanka this should be shown as 'Ceylon'.
6 Characters of 8-point or above should be used for the country of origin markings.
7 The markings must be in such a place that they are easily seen by general consumers.

All markings must be in Japanese. **EDB ext. 420/475**

Food container testing standards

The Japanese Ministry of Health and Welfare has issued new testing standards for glass and PVC containers, effective from 1 January 1974. However, it does not propose to issue an amendment to the English version of the Food Sanitation Law at present. An unofficial English translation entitled 'PVC for Food Contact Application' has been published by the Japan Hygenic PVC Association. It is not a direct translation of the original notification but it does contain the essential points. Copies are available to British exporters on request. An unofficial translation of the glass testing procedures is being prepared. **EDB ext. 420/475**

Australia

Mushrooms: Temporary Assistance Authority inquiry

The Australian Prime Minister has referred to the Temporary Assistance Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of mushrooms (tariff items 07.01.3, 07.02.9, 07.04.3, and 20.02.3).

Details of these tariff items are obtainable from Overseas Tariffs and Regulations Section, Export Data Branch (EDB ext. 468/469/401).

The Temporary Assistance Authority is required to report within 30 days of the date of the reference (in this case by 5 April 1974).

In view of the short time available, UK interests wishing to make their views known to the Temporary Assistance Authority are advised to get in touch, as soon as possible, with their Australian agents or with the London office of the Australian British Trade Association, 21 Tothill Street, London, SW1 (tel. 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. Ref. CRE 10/74

CRE ext. 5318/5319

Canada

Consumer Packaging and Labelling Act

The Consumer Packaging and Labelling Act was proclaimed in force on 1 March 1974. Its basic regulations were promulgated at the same time. Copies of these regulations are awaited but in the meantime copies of a Canadian Government news release are available. Two important provisions of the new Act concern the requirement for labelling information to be in both official languages and the provision for the use of metric units. Manufacturers of non-food

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products will be allowed 18 months in which to complete the detailed label changes. Manufacturers of food products will be allowed 24 months.

EDB ext. 455/456/457

Tariff changes:

The following changes have been announced to the Canadian customs tariff:

NEW EXPIRY DATES

Tariff item 37925-1 now expires 30 June 1974.

Tariff items 44578-1, 93819-16 and 93819-18 now expire 31 October 1974.

Tariff items 1001-3, 18120-1, 20215-1, 20225-1, 34845-1, 35121-1, 35318-1, 37920-1, 38015-1, 38210-1, 42920-1, 43890-1, 43891-1, 44558-1, 46325-1, 46330-1, 56030-1, 56117-1, 56145-1, 56150-1, 56160-1, 56170-1, 56237-1, 60440-1, 93901-47, 93901-76, and 93902-85 now expire 28 February 1975.

Tariff items 43855-1 and 43882-1 now expire 30 June 1975.

Tariff items 26715-1, 29646-1, 34903-1, 42860-1, 42880-1, 42885-1, 43859-1, 43888-1, 44556-1, 44557-1, 44665-1, 47115-1, 56705-1, 56710-1, 60520-1, 93404-4 and 93819-17 now expire 28 February 1976.

Tariff item 43860-1 now expires 30 June 1976.

Tariff items 29645-1, 34735-1, 38220-1, 39405-1, 42774-1, 42777-1, 43160-1, 43877-1, 43886-1, 43898-1, 44555-1, 52109-1, 56165-1, 61825-1, 92828-4, 93819-13 and 93907-4 now expire 28 February 1977.

Tariff items 44646-1 and 44662-1 now expire 30 June 1977.

Tariff item 86100-1 now expires 28 February 1978

Amendments

Tariff items 19825-1, 23245-1, 34740-1, 35255-1, 38225-1, 42855-1, 42865-1, 43858-1, 44553-1, 44554-1, and 52260-1 have been revoked and the following substituted:

Tariff item	Description	British preferential tariff	Most-favoured-nation tariff	General tariff
19825-1	Rubber impregnated kraft paper, coated or not, to be used as backing in the manufacture of waterproof coated abrasive paper Expires 28 February 1975	Free	Free	25%
23245-1	Animal glue for use in the manufacture of gummed tapes or coated abrasives Expires 28 February 1975	Free	Free	25%
34740-1	Sheet or strip of titanium made ot specification A.S.T.M. B-265, Commercial Grade 2, not more than ¼ inch in thickness nor more than *36 inches* in width, in the coil, for use in the manufacture of modules for sodium chlorate reactors Expires 31 October 1974	Free	Free	25%
35255-1	Phosphor bronze strip Grade A, 0.045 inch in thickness, a portion of the width contour milled *or rolled* to a thickness of 0.017 inch, for use in the manufacture of contacts for electrical connectors Expires 28 February 1975	Free	Free	30%
38225-1	Sheet or strip of grain-oriented electrical steel, hot- or cold-rolled, coated or not, *having a maximum core loss of 0.66 watts per pound*; sheet or strip of non-oriented electrical steel, hot- or cold-rolled, coated or not, having a core loss of 1.45 or 1.70 watts per pound; such core losses to be measured at a frequency of 60 cycles and an induction of 15 kilogausses in accordance with standard test methods described in A.S.T.M. A34 and A343; the foregoing for use in the manufacture of electrical apparatus or parts of electrical apparatus Expires 31 October 1974	Free	Free	12½%
42855-1	Diesel engines and gasoline internal combustion engines with a displacement *of 400 cubic inches or more*, for use in the manufacture of airport sweepers Expires 28 February 1976	Free	Free	30%
42865-1	Diesel and semi-diesel engines; diesel dual fuel engines; L.P.G. engines; gasoline internal combustion engines; reciprocating natural gas engines: When of a class or kind not made in Canada; *parts thereof; all of the foregoing for use* in the manufacture of electricity generating sets consisting essentially of an internal combustion engine and one or more generators mounted on a common base Expires 28 February 1977	Free	Free	30%
43858-1	Chromium-silicon steel spring wire, tempered, not more than 0.150 inch in diameter, for use in the manufacture of springs for brake assemblies, ball joints *and automatic transmissions* for motor vehicles Expires 28 February 1975	Free	Free	20%
44553-1	Parts for use in the manufacture of recorders and reproducers using magnetisable tape as a recording medium, but not including any of the following: resistors, whether fixed or variable, capacitors, inductors, transformers, terminal boards, jacks, connectors, switches, loudspeakers, *printed circuit boards, indicator lights,* electron tubes, transistors or other semiconductor devices, or assemblies incorporating any of the foregoing Expires 28 February 1975	Free	Free	25%
44554-1	Parts for use in the manufacture of television tuners, but not including any of the following: resistors, whether fixed or variable, capacitors, inductors, transformers, wire-wound coils, jacks, switches, *printed circuit boards,* electron tubes and tube sockets, transistors or other semiconductor devices, or assemblies incorporating any of the foregoing Expires 28 February 1975	Free	Free	25%
52260-1	Woven fabrics, wholly of cotton, not bleached nor coloured, with borders of *four inches* or more in width having double the number of warp threads per inch woven two as one, for use in the manufacture of beef shrouds Expires 31 October 1974	Free	Free	30%

Item 52260-1 came into force on 1 March 1974.

EDB ext. 455/456/457

Billiard table slate: customs drawback

The Canadian Government has issued Order in Council PC 1974-351 dated 26 February 1974 respecting a drawback on customs duty paid on tariff item 97028-1, billiard table slate, of ¾ in. thickness or greater, when used in the manufacture of billiard tables. The portion of duty payable as drawback will be 99 per cent but no drawback will be paid under this item unless at least 50 per cent of the factory cost of producing the finished article has been incurred in Canada.

CRE ext. 5629

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United States

Tariff study

Trade and Industry, 31 August 1972, referred to a study by the US Tariff Commission to convert the US tariff schedules into the basic format of the Brussels Tariff Nomenclature. Certain draft tariff schedules have now been released relating to (a) wood and articles of wood, (b) cork and articles of cork, (c) manufactures of straw, exports and other plaiting materials, (d) basketware and wickerwork, (e) papermaking material, (f) paper and paperboard and articles thereof (g) printed books, newspapers, pictures and other products of the printing industry, and (h) typescripts, manuscripts and plans. Public hearings on these draft schedules are to begin on 8 April in Washington and information and views must be submitted by 8 May; requests to testify must be made by 1 April. **CRE ext. 5397**

Trinidad

Import licensing

The Trinidad Government in Notice 1 of 13 February 1974 has reminded importers that when goods entering Trinidad are subject to import licence, a licence must be obtained before the goods are ordered and such goods must arrive in Trinidad within the approved validity of the licence. Licences will not be granted when applications are received after the goods have been shipped.

EDB ext. 7312/474/476

Bolivia

New tariff and tax

The new Bolivian customs tariff introduced by Supreme Decree 11126 (see *Trade and Industry*, 7 March 1974, page 417) has now been received and is being translated. All the old taxes have been replaced by those set out in the new tariff with the exception of the Development of the North West Tax (Supreme Decree 08004) and the Sales Tax (Supreme Decree 10330), which has been slightly modified by Supreme Decree 11147.

A Services Rendered Tax (Supreme Decree 11186) has been introduced and is leviable on nearly all goods. The normal rate for this tax is 8 per cent *ad valorem* cif although there are lower rates on a number of goods.

Besides detailing the duty and taxes leviable, the new tariff specifies goods subject to import restrictions. These restrictions may be of two kinds, licensing or outright prohibition.

British exporters with inquiries should specify the products in which they are interested. **EDB ext. 474/476/7312**

Peru

Import prohibitions

Directoral Resolutions 446-73-IC-DG-DECI (modified by 2304-73-IC/DGI), 245-74-IT-DGI and 249-74-IT-DGI adds goods to the Peruvian National Register of Manufactured Goods. As a result these products can no longer be imported unless local industry fails to meet local demands as regards quality and quantity. The following tariff numbers are wholly or partly affected:

40.05 40.06 40.08 40.09 40.11 70.08 73.35 73.36 84.11 85.06 90.01 91.01 91.07 94.04

British exporters with inquiries should specify the products in which they are interested. **EDB ext. 474/476/7312**

Ten of the largest tractors made in Europe have been ordered by Equipos Agricolas Long Ca of Caracas, Venezuela, for land clearance and reclamation. The tractors are Muir-Hill 161 models of 163 h.p. equipped with four-wheel drive. The new order, valued at approximately £130,000, follows the delivery in 1973 of three similar models.

Ecuador

Grapes: minimum value removed

Ministry of Finance Resolution 025 removes the minimum value on grapes (tariff no. 08.04.01.00) introduced by Ministerial Resolution 394 of 20 September 1973. The duty will now be assessed on the cif value. **EDB ext. 474/476/7312**

Plant health law: Supreme Decree 52 introduces a new plant health law which incorporates previous legislation in one law. Points of interest to exporters are as follows:

Importation of vegetable material can be made only through specified ports where there is a Phytosanitary Inspection Office.

Prior to the importation of vegetable matter for propagation or consumption including that required by public or private entities for investigation purposes, a vegetable health permit issued by the Ministry of Agriculture and Livestock must be obtained.

Introduction in the country of vegetable material with earth, straw, chaff or humus produced by animal or vegetable decomposition is prohibited.

Importation of pathogenes in any of their forms is prohibited, except those authorised by the Ministry of Agriculture and Livestock for scientific investigation purposes at the request of official institutions and with the previous favourable opinion of the Plant Health Department.

A copy of this decree in Spanish is available to British exporters from OTAR section, Export Data Branch. **EDB ext. 474/476/7312**

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1971	1970	1970	1970	1970							
£m in base year		31,404	9,223	2,129	2,087	series in £ million				series in £ million		
1969	97	98	98	93	92	416	320	42	13	445	−143	588
1970	99	100	100	100	100	257	175	68	38	692	−9	701
1971	100	103	100	92	101	−7	−218	52	21	1,067	285	782
1972	102	109	102	83	111	−412	−498	28	22	69	−677	746
1973		114 p		88	116		469	41	227	−1468	−2375	907
1971 2nd qtr	100	102	101	94	102	103	−113	26	7	288	105	183
3rd qtr	100	103	101	92	105	−18	67	9	15	380	172	208
4th qtr	101	105	101	88	102	—	−47	3	21	248	60	188
1972 1st qtr	100	106	103	88	105	−136	−156	15	−9	71	−121	192
2nd qtr	102	108	102	84	110	−104	−145	−12	40	112	−64	176
3rd qtr	102	109	101	81	110	−87	−125	4	−8	−116	−284	163
4th qtr	104	111	102	81	118	−85	−72	22	−1	+2	−208	210
1973 1st qtr	108	114	110	87	123	245	168	18	31	−186	−351	165
2nd qtr	107	112	103	84	107	193	87	−14	154	−196	−399	203
3rd qtr	108	113	108	91	116	147	79	18	22	−357	−606	249
4th qtr		114 p		92	118		135	19	20	−729 p	−1019 p	290 p
% change last 2 qtrs on prev. 2 qtrs	+1.9	+0.3	−0.1	+6.4	+1.5							
on a year earlier	+5.9	+3.0	+4.5	+12.5	+2.4							

	Index of Industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices: Index‡	% increase on a year earlier	Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services) ‡	Unemployed excluding school leavers and adult students: mid-month count	% of total employees	Unfilled vacancies for adults: mid-month count	Exports	Imports
			monthly averages										monthly averages	
Base of index	1970	1970	1971		Jan 16, 1962		1970	1970	July 31, 1972				Series in	
£m in base year			15,895	thousands						thousands		thousands	£ million	
1970	100.0	100.0	99.0	91.4	140.2	6.4	100.0	100.0	78.5	568	2.5	186	658	659
1971	100.5	99.7	100.0	108.5	153.4	9.4	104.6	109.0	88.9	737	3.2	129	733	709
1972	102.1	101.5	105.8	138.6	164.3	7.1	109.2	114.8	101.4	816	3.6	145	761	818
1973	110.0	110.3	110.7	137.3	179.4	9.2	144.1	123.2*	115.5	581	2.6	304	957 p	1,152 p
1972 1st qtr	98.0	98.4	102.1	124	159.7	8.0	105.6	112.1	95.9	870	3.8	124	728	767
2nd qtr	102.7	101.3	104.6	147	162.7	6.2	106.1	113.5	98.1	835	3.7	135	769	786
3rd qtr	102.4	101.6	107.2	139	165.4	6.5	109.4	115.6	102.2	809	3.6	146	686	781
4th qtr	105.4	104.8	109.5	144	169.4	7.7	115.6	118.0	107.8	754	3.3	176	862	939
1973 1st qtr	110.1	110.1	111.8	152	172.4	8.0	126.0	119.5	108.8	665	2.9	229	878	1,004
2nd qtr	110.0	109.9	108.0	136	177.9	9.3	133.4	120.1*	112.6	605	2.6	289	937	1,079
3rd qtr	110.9	111.3	110.5	143	180.2	9.2	150.5	124.2	118.4	562	2.5	334	995	1,187
4th qtr	109.4	110.0	112.3	119	186.8	10.3	166.6	129.1	120.9	489	2.2	364	1,015 p	1,336 p
1973 Feb	110.4	110.8	111.6	155	172.4	7.9	126.0	119.6	108.9	663	3.0	230	899	976
Mar	111.6	112.2	114.0	151	173.4	8.2	129.4	120.0	109.5	635	2.8	252	867	1,074
Apr	109.7	109.5	106.9	138	176.7	9.2	130.5	118.8*	112.3	616	2.7	271	945	1,000
May	109.6	108.5	106.5	134	178.0	9.5	132.4	120.1	113.2	605	2.7	291	900	1,116
June	110.7	111.6	110.1	135	178.9	9.3	137.2	121.3	115.6	593	2.6	304	966	1,109
July	111.1	111.3	110.6	147	179.7	9.4	145.1	122.7	116.0	581	2.6	324	963	1,135
Aug	110.5	111.1	110.8	153	180.2	8.9	152.4	124.1	119.7	563	2.5	330	978	1,196
Sept	111.1	111.6	110.2	129	181.8	9.3	154.1	125.8	120.0	542	2.4	349	1,044	1,230
Oct	111.3	111.3	111.7	127	185.4	9.9	161.4	127.7	120.3	512	2.3	363	987 p	1,348 p
Nov	110.5	111.6	112.3	126	186.8	10.3	165.5	129.0	120.8	486	2.2	368	1,036 p	1,312 p
Dec	106.3	107.0	112.9	103	188.2	10.6	174.8	130.6	121.9	470	2.1	362	1,021 p	1,349 p
1974 Jan			109.5	93	191.8	12.0	202.7 p	134.1 p	122.8	535	2.4	304	1,025 p	1,408 p
Feb			111.p				206.0 p	138.0 p		548 p	2.4	278 p		
% change last qtr on prev. qtr	−1.4	−1.2	+0.8	−21.3	+3.5		+21.3	+5.3	+1.5	+0.7		−12.9	+2.1	+7.8
on a year earlier	+3.8	+4.9	+1.7	−26.1	+11.0		+58.3	+14.2	+12.5	−25.3		+50.7	+20.9	+44.0

(‡) Not seasonally adjusted. (§) On a balance of payments basis. * After April 1973, affected by changes due to VAT

Energy: weekly statistical statement

The Department of Energy announced last week the following details of energy stocks to 9 March.

	Week ending					
	29/9/73	9/2/74	16/2/74	23/2/74	2/3/74	9/3/74
COAL						
Production (M tons) (a) (b)	2.6	1.2	..	..	..	..
Undistributed stocks (M tons) (a) (c)	13.3	9.0	..	..	..	..
Stocks at power stations (M tons) (d)	20.3	12.9	11.8	10.7	9.5	8.3
Consumption at power stations (M tons)	1.4	1.3	1.2	1.1	1.2	1.2
Receipts at power stations (M tons) (e)	1.4	0.9	o	o	o	0.1
OIL						
Stocks held by oil companies (M tons) (f)	23.1	18.1	18.3	18.5	19.2	19.9
Days' supply (f)	76	55	57	58	62	66
Stocks at power stations (M tons) (g)	0.67	0.86	0.85	0.81	0.73	0.73
Consumption at power stations (M tons) (g)	0.23	0.32	0.35	0.35	0.36	0.37
Receipts at power stations (M tons) (g)	0.19	0.39	0.33	0.31	0.29	0.37
ELECTRICITY						
Estimated savings % (h)	—	19	19	20	19	17

NOTES

COAL

(a) Because of the miners' strike there are no statistics available of coal production or undistributed stocks for periods after the week ending 9 February.

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

(b) In a normal week, unaffected by holidays or industrial disputes some 2.7 million tons might be produced.

(c) On 9 February only about 3.3 million tons were suitable for use in power stations, and of this total some 1.8 million tons could be used only in the South Wales area.

(d) Because of physical handling difficulties and some unevenness in the distribution of stocks, a progressive disruption of the electricity system occurs well before the overall stock at power stations is exhausted. The stock level at which disconnections might occur varies with the level of demand. In winter it is about 7 million tons. As spring approaches demand for electricity falls and less generating capacity is required to meet it. The critical stock level therefore tends to fall. The endurance of the system is extended according to the level of savings achieved.

(e) o = negligible.

OIL

(f) Total UK oil stocks are held as crude and process oil at the refineries and as products at various points in the distribution system. Certain minimum stock levels must be maintained if the refining and distribution system is to operate effectively. At the 45 day level (15 million tons in winter) local shortages would begin to appear and below this level would become increasingly severe. Seasonal factors affect the duration of any given level of oil stocks.

(g) Main oil burning stations only.

ELECTRICITY

(h) Savings are based on a comparison with estimated demand in the absence of restrictions.

The figures relating to power station stocks, consumption and receipts are rounded and therefore may not exactly balance from week to week.

All figures shown are provisional and subject to revision.

Weekly indicators of industrial output

For the time being indicators of output in some industrial sectors are being assembled where information is readily available. The following table presents the latest data available, at the time of going to press, together with similar figures for January, February, November and December 1973. It should be borne in mind that weekly figures of output are particularly susceptible to fluctuation and that figures for the corresponding period of 1973 or for the average over the whole of that year may equally be unrepresentative of a normal position. Output of cars and commercial vehicles in 1973, for example, was much reduced by industrial disputes.

Index numbers of output

Average 1973 = 100: not seasonally adjusted

	Weekly averages				Week ending									
	Jan. 1973	Feb. 1973	Nov. 1973	Dec. 1973	5 Jan. 1974	12 Jan. 1974	19 Jan. 1974	26 Jan. 1974	2 Feb. 1974	9 Feb. 1974	16 Feb. 1974	23 Feb. 1974	2 Mar. 1974	9 Mar. 1974
Ethylene	90	99	98	92	..	106	112	114	106	103	105	108	106	114
Crude steel	102	107	107	84	58	78	77	88	86	88	80	79	77	76
Passenger cars	118	103	115	95	38	84	76	99	101	93	88	90	92	79
Commercial vehicles	103	105	97	100	32	71	73	80	91	76	83	82	85	78
Cement	84	93	105	79	43	60	68	75	71	77	88	85	97	102
Coal	108	110	92	64	34	72	71	69	63	46	6	..	..	..
Gas sent out	130	125	125	146	146	145	141	142	143	150	143	143	151	151
Television sets														
Monochrome	135	125	98	68	50	75	74	79	76	79	81	84	77	84
Colour	92	92	120	101	63	104	107	107	100	102	103	109	105	107

.. not available.

Notes:

(i) In some cases, the average weekly production in 1973 is partly estimated.

(ii) Output in December 1973 and in week ending 5 January was also affected by holidays.

British Labour Statistics: Historical Abstracts 1886–1968

This unique standard work of reference brings together all the main series of official statistics compiled by the Department of Employment and its predecessors since 1886, plus some for even earlier years. It contains 389 pages of tables and 50 pages of text and the subjects covered are wage rates, earnings, hours of work, retail prices, employment, unemployment, vacancies, family expenditure, industrial accidents, and disputes, membership of trade unions, labour costs and output per head. This will be a most valuable source-book for everyone concerned with the study and formulation of economic policies. **£7** (by post £7.25)

Also available

British Labour Statistics: Year book 1971 **£7.20** (by post £7.47)

Government publications can be bought from the Government Bookshops in London (post orders to PO Box 569, SE1 9NH), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers

HMSO BOOKS

Hosiery and other knitted goods – index of production

In the three months ended January 1974 the volume of production of hosiery and other knitted goods, seasonally adjusted (including knitted fabrics), was provisionally estimated to have been 7 per cent less than in the three months ended October 1973 and 7 per cent less than in the three months ended January 1973.

The seasonally adjusted figures for 1973 are based on the seasonal pattern up to the end of 1972 and may be subject to slight revision when the complete figures for 1973 have been incorporated. The actual figures allow for differences in the length of calendar months, but not for other seasonal variations.

Customs notices of interest to exporters

The following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London, EC3R 7HE.

General Notices

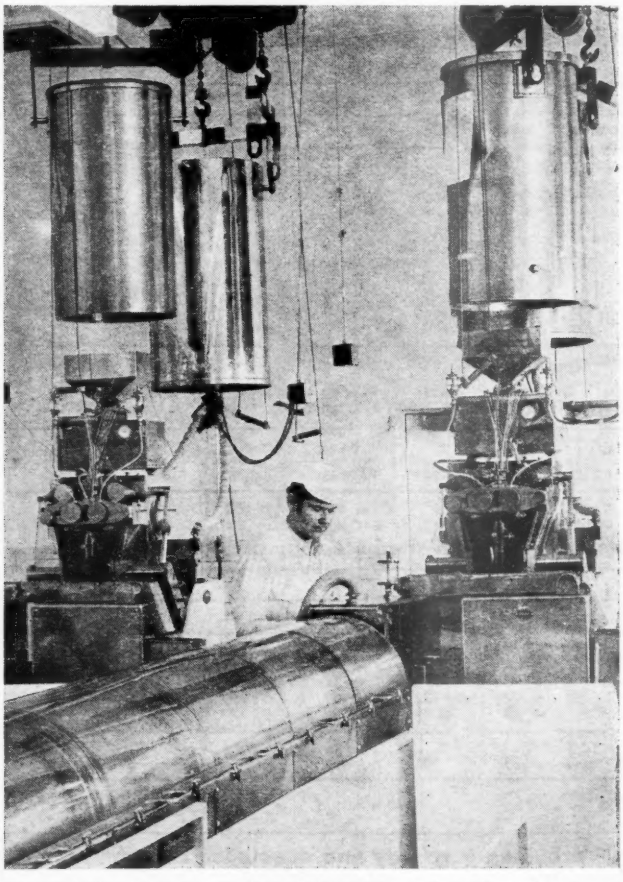
17 (May 1973)	Arrangements for preferential trade between the Channel Islands and the United Kingdom.
49	Temporary importations: international co-operation.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
112A	Charges for attendance given at private premises at the request of merchants.
118	Samples imported for promoting export trade.
207	Re-imported goods: relief from Customs duty and Value Added Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
220	Export Reliefs and the Common Market: Preliminary Notice.
221	Process Inwards Relief and Pre-financing of export refunds on products for process.
223	Export relief on goods exported in the same state as at import ('Same state section 7 relief').
240	Compensatory Levy and the 'Holiday Period' throughout 1973.
275	Documentation of Exports for Statistical Purposes.
290	Export of personal and household effects.
300	Export reliefs scheduling scheme.
300A	Export reliefs scheduling scheme, supplementary particulars.
703	VAT – Exports.
704	VAT – Retail Export Schemes.
705	VAT – Tax free sales of motor vehicles to tourists, etc.
750	Community transit – general.
750A	Community transit – list of Offices of Departure, Transit and Destination and Guarantee Offices in the United Kingdom, etc.
751	Notes on completing Community transit forms T1, T2 and T3.
752	Free circulation of goods in the European Communities.
753	Community transit – the simplified procedure for goods carried by rail
755	Community transit – special control procedures.
800	EEC Common Agricultural Policy: Customs procedures in respect of export refunds and export licences.
810	EEC Preferences – Free Trade Agreement between the EEC and the EFTA countries.
815 (June 1973)	EEC Preferences – Morocco.
817 (June 1973)	EEC Preferences – Tunisia
818 (June 1973)	EEC Preferences – Egypt.
819 (May 1973)	EEC Preferences – Cyprus.
820 (July 1973)	EEC Preferences – Lebanon.
821	EEC Preferences – simplified procedure for sending evidence to EEC customers about the origin of goods.
830	Arrangements between Denmark and United Kingdom.

Drawback

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
132	Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.
132A	Sugar: cessation of Import Duties and Imposition of Levies under the Common Agricultural Policy of the EEC and the Sugar Board Charge.
172	Hydrocarbon Oils · drawback of duty.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorisation of signatories to drawback claims.

	1970 = 100
1968	88
1969	98
1970	100
1971	99
1972	100
1973 p	102

	Including warp knitting	
	Actual	Seasonally adjusted
1972 1st quarter	90	97
2nd quarter	99	101
3rd quarter	97	100
4th quarter	113	101
1973 1st quarter	97	104
2nd quarter	101 r	104 r
3rd quarter	99 r	102 r
4th quarter p	110	98
1972 July	90	102
August	89	98
September	113	100
October	116	97
November	121	101
December	101	104
1973 January	86	100
February	101	105
March	105	108
April	97 r	103 r
May	101 r	108 r
June	106 r	101 r
July	91 r	103 r
August	91 r	100 r
September	115 r	103 r
October p	119	100
November p	119	99
December p	92	94
1974 January p	77	90



Encapsulating exports . . . Part of the encapsulating plant of P. Leiner and Sons Ltd. at Treforest, Glamorgan. Nine machines operating continuously encapsulate pharmaceutical, vitamin, cosmetic and other oil and paste products at a rate of a third of a million capsules an hour. About 80 per cent of production, valued at £2½ million annually, is exported. In addition sales of machines worth £1 million are due to be delivered to export markets this year.

Textile industry's orders and deliveries in December

In the three months ended December 1973 net new orders received by the textile industry were provisionally estimated to have been 6 per cent less than in the three months ended September 1973: deliveries were 1 per cent less. Orders-on-hand at the end of December were 6 per cent less than at the end of September. These comparisons were based on the seasonally adjusted series in the accompanying table.

Textile industries

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963	117		105		100	
1964	129		106		103	
1965	124		103		104	
1966	105		97		102	
1967	118		102		99	
1968	144		118		111	
1969	134		113		113	
1970	125		112		114	
1971	126		113		113	
1972	135		124		122	
1973	135 p		131 p		131 p	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1972 1st quarter	132	125	117	110	110	110
2nd quarter	129	124	119	120	121	121
3rd quarter	125	128	113	131	118	126
4th quarter	135	135	149	138	138	130
1973 1st quarter	151	145	151	146	134	135
2nd quarter	150	145	131	132	133	133
3rd quarter	141	143	109	127	119	129
4th quarter	135 p	135 p	130 p	120 p	135 p	128 p
1972 January	129	126	121	119	111	117
February	129	125	103	97	104	100
March	132	125	126	114	116	114
April	129	123	110	112	117	119
May	130	124	124	126	123	124
June	129	124	123	120	124	120
July	127	129	104	139	110	124
August	123	128	97	125	110	125
September	125	128	137	128	133	129
October	132	134	165	145	142	127
November	133	132	150	123	145	127
December	135	135	133	145	127	136
1973 January	139	137	132	133	120	127
February	146	143	158	153	137	134
March	151	145	164	152	145	145
April	155	149	140	144	128	130
May	153	147	124	123	131	130
June	150	145	129	129	140	137
July	148	148	106	139	111	128
August	144	148	98	128	111	128
September	141	143	124	115	135	132
October	141	141	140	121	140	126
November	139 p	139 p	137 p	117 p	142 p	125 p
December	135 p	135 p	113 p	121 p	124 p	132 p

Complete description and notes on the construction of the above tables can be found in *Trade and Industry*, dated December 30, 1970 (page 587).

New companies incorporated in Northern Ireland during January

During the month of January 57 private companies with a total nominal capital of £584,250 were incorporated in Northern Ireland.

In the same month in 1973 51 private companies (including one private company limited by guarantee and having a share capital) with a total nominal capital of £546,510 were registered.

Steel consumption and stocks in the fourth quarter of 1973

Consumption of steel

Consumption of finished steel in the fourth quarter of 1973 is now estimated to have been 4,802,000 tonnes (6,459,000 tonnes ingot equivalent) after seasonal adjustment. This figure is somewhat lower than the estimate published a month ago in respect of the same quarter. Table 1 gives details of steel consumption by using industry from the third quarter of 1972 to the third quarter of 1973. Consumption of steel in most industries, particularly mechanical and electrical engineering was at a high level during the first three quarters of 1973. Some decline was shown, however, in the consumption of steel for the manufacture of railways and rolling stock, and in shipbuilding during the second and third quarters of 1973.

Stocks

Stocks of finished steel in the fourth quarter of 1973 are now estimated, after adjustment for seasonal variations, to have risen by 206,000 tonnes (277,000 tonnes ingot equivalent). Within the total, stocks held by consumers rose substantially, whereas merchants stockholding declined to a lesser degree. This pattern has been evident since the second quarter of 1973. Further details are given in Tables 2 and 3.

TABLE 1 Consumption of finished steel by using industry (thousand tonnes)

	1972		1973				1972		1973 Seasonally adjusted			
	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr. p	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr. p
Coalmining	111	141	150	135	108		123	137	133	129	127	
Railways and Rolling Stock	92	94	98	87	85		104	93	92	86	88	
Shipbuilding	168	194	199	146	138		183	192	200	140	149	
Constructional engineering anb building	724	788	852	775	802		762	178	832	737	862	
Electrical engineering	178	203	229	211	211		197	198	212	209	229	
Mechanical engineering	746	869	964	898	904		801	857	929	890	953	
Motor vehicles	495	600	642	617	551		553	613	601	584	630	
Hollow-ware	297	328	340	348	318		304	339	320	343	330	
Wire and wire manufactures	268	290	356	304	259		296	288	338	300	286	
Other consuming industries	879	1,010	1,079	977	877		952	994	1,011	951	947	
Total home consumption of which:	3,958	4,517	4,909	4,498	4,253	4,780	4,275	4,499	4,668	4,369	4,601	4,802
Private consumers	3,778	4,284	4,693	4,290	4,064	4,587	4,079	4,279	4,458	4,159	4,390	4,627
Public organisations	180	233	216	208	189	193	196	220	210	210	211	175

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TABLE 2 Estimated changes in consumers' and merchants' stocks of finished steel by consuming industry groups (thousand tonnes)

	1972	1973				Stock at end Dec. 1973 p	1972	1973	Seasonally adjusted		
	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr p		4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr p
Coalmining	− 1	+ 10	—	+ 15			+ 1	+ 18	+ 3	+ 8	
Railways and rolling stock	− 4	+ 8	+ 3	− 3			+ 2	+ 11	+ 2	− 5	
Shipbuilding	+ 23	− 11	+ 3	+ 35			+ 25	− 16	+ 4	+ 42	
Constructional engineering and building	+ 27	+ 84	+ 47	+ 92			+ 9	+ 40	+ 83	+100	
Electrical engineering	+ 4	+ 9	+ 12	+ 17			+ 9	+ 9	+ 9	+ 19	
Mechanical engineering	+ 19	+ 36	+ 31	+ 1			+ 14	+ 20	+ 23	+ 14	
Motor vehicles	+ 34	+ 49	+ 26	+ 15			+ 38	+ 27	+ 31	+ 28	
Hollow-ware	—	+ 30	+ 18	+ 11			+ 1	+ 15	+ 9	+ 27	
Wire and wire manufactures	− 5	− 3	+ 15	—			− 5	− 11	+ 22	+ 3	
Other consuming industries	+ 25	+ 49	+ 55	+ 65			+ 32	+ 21	+ 60	+ 72	
Total change in consumers' stocks of which:	+122	+261	+210	+248	+260	4,417	+126	+134	+246	+308	+291
Private consumers	+118	+243	+209	+249	+241	4,170	+119	+ 99	+255	+313	+275
Public organisations	+ 4	+ 18	+ 1	− 1	+ 19	247	+ 7	+ 35	− 9	− 5	+ 16
Changes in merchants' stocks	+ 1	+ 5	− 59	− 36	− 77	559	− 10	+ 1	− 41	− 42	− 85
Total changes by consumers and merchants	+123	+266	+151	+212	+183	4,976	+116	+135	+205	+266	+206

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TABLE 3 Estimated change in consumers' and merchants' stocks of finished steel by product (thousand tonnes)

	1971		1972				1973				Stock held at end Dec.
Product	3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr p	1973 p
Sheet	− 33	− 25	+10	− 38	− 3	+ 25	+ 71	+ 16	+ 39		
Plate	− 67	− 90	+ 2	+ 2	+20	+ 44	+ 68	+ 14	+ 44		
Tinplate	− 14	− 14	+22	− 1	−23	+ 3	+ 12	+ 15	+ 6		
Reinforcing bars and rods	− 16	− 16	—	− 12	+12	+ 8	+ 23	+ 1	+ 22		
Other steel products	− 91	−193	− 2	− 99	−33	+ 43	+ 92	+105	+101		
Total consumers' and merchants' stocks changes	−221	−338	+32	−148	−27	+123	+266	+151	+212	+183 p	4,976

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Engineering industries sales and orders (SIC Orders VII, VIII and IX)

The trend estimates of the volume of sales up to November indicate steady growth in both domestic and export markets. Home net new orders have fallen, but their continuing high level above sales has ensured further increases in orders-on-hand. The provisional trend estimates of sales and orders for the engineering industry, together with the underlying seasonally adjusted series, are published in index form in the accompanying table. Over the three months August to November, the trend of total sales has increased by 3 per cent. During the same period, export sales increased by 4 per cent, while home sales grew by 2½ per cent.

The trend of total new orders has been stable, a rise of only ½ per cent being recorded between August and November, but there has been a difference between the home and export markets. The trend of export net new orders has continued steadily upwards, increasing by 4½ per cent from August to November, while home net new orders declined by 1 per cent. Orders-on-hand have risen significantly in both markets. Between August and November, an increase of 5 per cent in the home market, combined with an increase of 9½ per cent in exports, has resulted in growth over the three months of 6½ per cent overall.

The revised figures published in this issue are based on the Monthly Engineering Enquiry relating to November 1973. The response of 71 per cent to the enquiry is judged sufficient to justify publication of provisional indices for this month. Taking into account the late returns now received for August, September and October, the response rates for these months were 87, 89 and 84 per cent respectively.

Business Monitor PM 33-36 (October and November) Engineering (volume indices of sales and orders), which provides more detailed statistical tables and analyses of the engineering industries, is obtainable from HMSO, PO Box 569, London SE1 9NH, post free for a subscription of £1 per annum. Volume indices are given for sales, orders-on-hand, and net new orders, for total, home and export markets, for each of the three SIC orders VII, VIII and IX (Mechanical, instrument and electrical engineering respectively).

Index numbers for the combined engineering industries (SIC Orders vii, viii and ix) (a)

Volume index numbers: Orders-on-hand, December 1963 unadjusted = 100 Net new orders and sales, 1963 average monthly sales = 100

	Total			Home			Export		
	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	Net new orders	Sales
Trend Estimates									
1972 August	122	159	149	106	166	153	179	142	140
1972 November	125	167	156	109	169	157	181	163	154
December	127	172	160	110	173	160	183	171	158
1973 January	129	178	163	112	179	164	186	176	160
February	131	184	166	114	186	168	188	179	162
March	134	189	168	117	191	170	191	182	164
April	137	192	170	120	194	172	194	186	165
May	140	195	170	123	196	172	198	193	166
June	143	198	170	126	197	171	204	201	165
July	147	201	170	129	198	172	211	209	165
August	151	203	171	132	198	173	219	216	166
September	155	204	173	134	198	175	227	221	168
October	159	204	175	136	197	176	234	224	170
November	161	204	176	138	195	177	240	226	172
Percentage Increase (c)									
August-November 1973	6.5	0.5	3.0	5.0	−1.0	2.5	9.5	4.5	4.0
Seasonally Adjusted									
1969	123	136	130	106	132	130	181	147	131
1970	122	136	136	105	131	132	183	147	146
1971	119	134	137	102	131	133	175	141	145
1972	127	157	147	110	161	150	184	148	141
1972 3rd quarter	123	161	149	107	170	154	178	139	137
4th quarter	127	166	155	110	165	155	184	168	154
1973 1st quarter	134	188	170	117	191	172	192	181	164
2nd quarter	143	192	168	125	192	169	204	191	165
3rd quarter	157	207	169	136	203	172	230	218	163
1972 August	125	181	149	108	195	157	181	145	131
September	123	149	151	107	158	152	178	127	148
October	124	165	157	108	166	157	179	164	156
November	125	164	158	109	165	158	180	160	159
December	127	168	150	110	163	151	184	180	148
1973 January	128	175	165	112	177	166	185	169	164
February	131	191	168	114	190	171	190	194	160
March	134	199	177	117	206	180	192	181	168
April	137	189	163	121	194	164	194	177	162
May	138	178	171	122	180	171	194	172	171
June	143	208	169	125	201	171	204	224	164
July	147	200	172	128	196	174	211	212	166
August	151	203	169	132	203	172	217	202	163
September	157	218	166	136	209	169	230	241	160
October	159	190	179	136	182	181	236	211	174
November	162	203	179	138	194	179	243	224	180
June-August 1973 (av).	151	204	170	132	200	172	217	213	164
Sept.-Nov. 1973 (av).	162	204	175	138	195	176	243	226	171
Percentage Increase (b) (c)	7.0	—	3.0	5.0	−2.5	2.5	12.0	6.0	4.0

(a) All figures are provisional.
(b) For orders on hand, the percentage changes compare the level at the end of the latest period shown with the corresponding level for the earlier period.
(c) The percentage changes have been based on the unrounded values and are given to the nearest half percentage point for statistical convenience.

Business Monitor

The following titles and issues of Business Monitor are now available:

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Exceptionally copies can be purchased over the counter at either the Departments of Trade and Industry Central Library, 1 Victoria Street, London SW1H 0ET, or at the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Department's Central Library, which will supply prices on request (tel. 01-222 7877 ext. 3038).

A complete list of titles of Business Monitors is available on application to Departments of Trade and Industry, Room 306, Gaywood House, Great Peter Street, London SW1P 3LW.

Inquiries about the distribution of Business Monitors may be made to the Business Statistics Office, Cardiff Road, Newport, Mon. NPT 1XG (tel. 0633-56111, ext. 2700; Telex 497121/497122 – Answer back BSO Newport).

British Film Fund Agency returns

The British Film Fund Agency has authorised the publication of the following information for the four weeks ended 26 January 1974.

Distributors' earnings submitted	£
Low cost films:	
Eligible (after multiplying by 2½)	82,524
Not eligible for 2½ times rental	6,106
	88,630
High cost films (including newsreels after multiplying by 2½)	314,150
	402,780
Films under 3,000 ft. (after multiplying by 2½)	20,332
	423,112
Levy collections paid to the Agency by HM Customs and Excise to 12 February 1974 including an estimate of collections approximately covering entertainments for the four weeks ended 26 January 1974	395,000

The third interim allocation for the seventeenth year will be at the rate of 41 per cent.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 15 March 1974.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
The Girl With The Thunderbolt Kick	BR/E 37348/17/3/79	88	11 March	Bruton Films Ltd.	Shaw Brothers (Hong Kong) Ltd., Kowloon
Captain Kronos Vampire Hunter	BR/E 37349/17/3/79	91	11 March	Bruton Films Ltd.	Hammer Film Productions Ltd.
Road From Lima	BR/E 37350/17/3/79	33	12 March	Grand National Film Distributors Ltd.	Stronghold Films
From Beyond The Grave	BR/E 37361/17/3/79	98	14 March	Columbia-Warner Distributors Ltd.	Amicus Productions Ltd.
Movietone News 2336	BR/E 37227/17/3/79	9	15 March	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2336A	BR/E 37228/17/3/79	7	15 March	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
Piet Mondriaan	EC 37355/17/3/79	19	14 March	Contemporary Films Ltd.	Nico Crama, The Hague
Mr. Hercules Against Karate	EC 37358/17/3/79	104	14 March	United Artists Corporation Ltd.	Compagnia Cinematografica Champion S.p.A., Rome
			FOREIGN		
Siddhartha	F 37351	88	12 March	Columbia-Warner Distributors Ltd.	Lotus Group, N.V., Curacao
Boesman and Lena	F 37352	102	12 March	Contemporary Films Ltd.	Bluewater Productions, Cape Town
Undercurrents	F 37353	11	12 March	Contemporary Films Ltd.	R. A. Films, London
The Exorcist	F 37354	122	13 March	Columbia-Warner Distributors Ltd.	Warner Bros., Inc.
Horror Express	F 37356	88	14 March	International Films Theatre Ltd.	Scotia International Film Sales Ltd., London
King of Kung Fu	F 37357	93	14 March	Ranworth Film Services Ltd.	Emperor Film International (HK), Kowloon
Everybody's At It	F 37359	70	14 March	New Realm Distributors Ltd.	A. I. P. Export Corporation
Diary Of A Nymphomaniac	F 37360	76	14 March	New Realm Distributors Ltd.	Comptoir Francais Du'n Film Productions, Paris

Amendments to the Register:
The playing time of the film 'Soft Beds, Hard Battles' (BR/E 37281/27/1/79) registered on 24 January 1974, has been amended to 97 minutes.
The title of the film 'Follow That Guy With The One Black Shoe' (EC 37325/24/2/79) registered on 21 February 1974, has been amended to: 'The Tall Blond Man With One Black Shoe'.
On 14 March 1974, the registration number of the film 'Congo Hell', registered on 13 September 1973, was amended to EC 37018/16/9/78.

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	18 Oct. 1973
Balance of payments:	
current account (M)	7 Mar. 1974
trends in invisible transactions (Q)	11 Oct. 1973
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	29 Nov. 1973
Business names and limited partnerships (A)	7 Mar. 1974
Capital expenditure:	
distributive and service trades (A)	28 Apr. 1971
manufacturing, distributive and service industries (Q)	7 Mar. 1974
Catering trades turnover (M)	14 Mar. 1974
Chemicals industry activity (Q)	2 Aug. 1973
Companies:	
acquisitions and mergers (Q)	28 Feb. 1974
new registrations:	
Gt. Britain (M)	14 Mar. 1974
N. Ireland (M)	This week
Computers: UK market (Q)	24 May 1973
Construction work overseas (A)	11 Oct. 1973
Electronic capital equipment (Q)	21 June 1973
Energy trends (M)	21 Feb. 1974
Engineering industries: sales and orders (M)	This week
Film industry:	
British Film Fund Agency returns (M)	This week
cinema admissions and takings (M)	7 Feb. 1974
overseas payments and earnings (A)	9 Aug. 1973
registration of films (A)	31 Jan. 1974
Food:	
consumption levels (6M)	30 Aug. 1973
household consumption (Q)	17 Jan. 1974
Footwear industry:	
production, orders and deliveries (M)	28 Feb. 1974
Foreign exchange: official reserves (M)	7 Mar. 1974
Foreign trade:	
industrial countries' production and trade (Q)	14 Mar. 1974
world exports of manufactures (A)	30 Sept. 1970
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	14 Mar. 1974
Hire-purchase business (M)	7 Mar. 1974
Industrial production:	
index numbers (M)	28 Feb. 1974
N. Ireland index (M)	21 Feb. 1974
Wales index (Q)	7 Feb. 1974
Insurance companies: investments and assets (A)	30 Aug. 1973
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	10 Jan. 1974
investment and earnings overseas (A)	29 Mar. 1973
Machine tools: sales and orders (M)	28 Feb. 1974
Man-made fibres:	
deliveries (Q)	14 Mar. 1974
production (M)	7 Mar. 1974
production: quarterly analysis (Q)	14 Mar. 1974
Motor industry:	
car and commercial vehicle production (M)	28 Feb. 1974
estimated figures (M)	14 Mar. 1974
motor trade turnover (Q)	21 Feb. 1974
Office development permits (Q)	14 Mar. 1974
Overseas trade of the UK:	
direct exporters and credit terms (A)	10 May 1973
unit value and volume index numbers (M)	28 Feb. 1974
value: analysis of trends (Q)	6 Dec. 1973
(*see also* Balance of payments)	
Pension funds: investments and assets (A)	30 Aug. 1973
Retail prices index (M)	28 Feb. 1974
Retail trades:	
sales (M)	7 Mar. 1974
provisional figures	14 Mar. 1974
sales, N. Ireland (M)	7 Mar. 1974
stocks (M)	14 Mar. 1974
Royalties: overseas transactions (A)	12 Apr. 1973
Shipping: nationality of vessels in UK sea-borne trade (A)	6 Dec. 1973
Steel consumption and stocks (Q)	This week
Stocks:	
distributive and service trades (A)	28 Apr. 1971
manufacturers' and distributors' (Q)	7 Mar. 1974
retail (M)	14 Mar. 1974
Television: overseas payments and earnings (A)	9 Aug. 1973
Textiles:	
activity in the industry (Q)	13 Dec. 1973
carpet sales (M)	14 Feb. 1974
cotton industry production (M)	14 Feb. 1974
hosiery production (M)	This week
made-up clothing: orders and deliveries (M)	14 Mar. 1974
orders and deliveries (M)	This week
wholesale houses' sales (M)	28 Feb. 1974
wool exports (Q)	14 June 1973
wool output (M)	14 Feb. 1974
Tourism:	
foreign visitor arrivals (M)	14 Mar. 1974
overseas travel and tourism (A)	21 Feb. 1974
Wholesale prices:	
average prices of selected commodities (A)	29 Mar. 1973
index numbers (M)	14 Mar. 1974

Department of Trade and Industry organisation etc.

Subjects	Last published
British commercial representation overseas	3 Jan. 1974
Business Monitor titles	6 Sept. 1973
Customs notices of interest to exporters	This week
ECGD local offices	14 Mar. 1974
Guide to DTI	6 Dec. 1973
Official Receivers' offices	This week
Programme of trade promotions	24 Jan. 1974
Release dates of economic statistics	28 Feb. 1974

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Government Sales

Ministry of Defence

28 March 1974 Miscellaneous Stores

Location: Golden Lion Hotel, King Street, Stirling

Auctioneer: Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow G31 1AW (Tel: 041-554 2447/8/9)

Feather pillows and white sheets, footwear, greatcoats, canvas sheets and tentage, rope, Seamen's jerseys and stockings, blankets, rags, mattresses, denim and serge trousers, jackets and blouses, arctic clothing, electrical, electronic plant equipment and assemblies, ferrous and non-ferrous scrap, electric cable, cupro-nickel tubing, GM ingots, batteries, MT spares, household and canteen furniture and equipment, stop and wrist watches, photographic equipment and materials, generators-15V, various machine tools, lathe and hand tools, Paints and oils, Broom Wade air compressor (trailer mounted), Coles 2½ ton mobile crane, Ransome and Rapier 3½/5 ton mobile crane, Fordson Major tractor with Bray loader, Hunslet and Lansing Bagnall fork lift trucks, Victor electric railtype tractor, Leyland 10 ton 6 x 4 refueller (2,500 gall.), Thornycroft Nubian 6 x 6 fire engine, AEC 10 ton 6 x 6 tractors (diesels) and a large quantity of other miscellaneous stores.

4 April 1974 Miscellaneous Stores

Location: Memorial Hall, High Street, Chatham, Kent

Auctioneers: Fuller Horsey Sons & Cassell (Dept. L), 52 Bow Lane, London EC4M 9ET (Tel: 01-248 7954)

Noble & Lund 90 ft. turbine turning lathe, Harrison & Boye & Emmes SS and SC lathes, Richards No. 2 boring machine, Kendall & Gent planing machine, Denham centre lathe, Auer & Schiebe radial drilling machine, Wadkin saw bench, planing machine, trailer type compressors, Green diesel 3 ton road roller, Land Rovers, Morris Mini, Ford Zephyr and Cortina cars, photographic equipment, electronic test equipment, MT spares, white and coloured blankets, approx. 11 ton mixed rags, service clothing, boots, shoes, furniture, crockery, kitchen utensils, wrist watches, binoculars, meters, engineering fine tools, and numerous other effects.

Catalogues of the above sales, which give details of the lots, conditions of sale, viewing times, etc., are available from the relevant auctioneers from two weeks prior to and up to the date of the sale, price 10p (postal order only).

Department of the Environment

2 April 1974

Location: Department of the Environment, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex (Tel: 01-903 2608)

Auctioneers: Messrs. Fuller, Horsey, Sons and Cassell, 52 Bow Lane, London EC4M 9ET (Tel: 01-248 7954)

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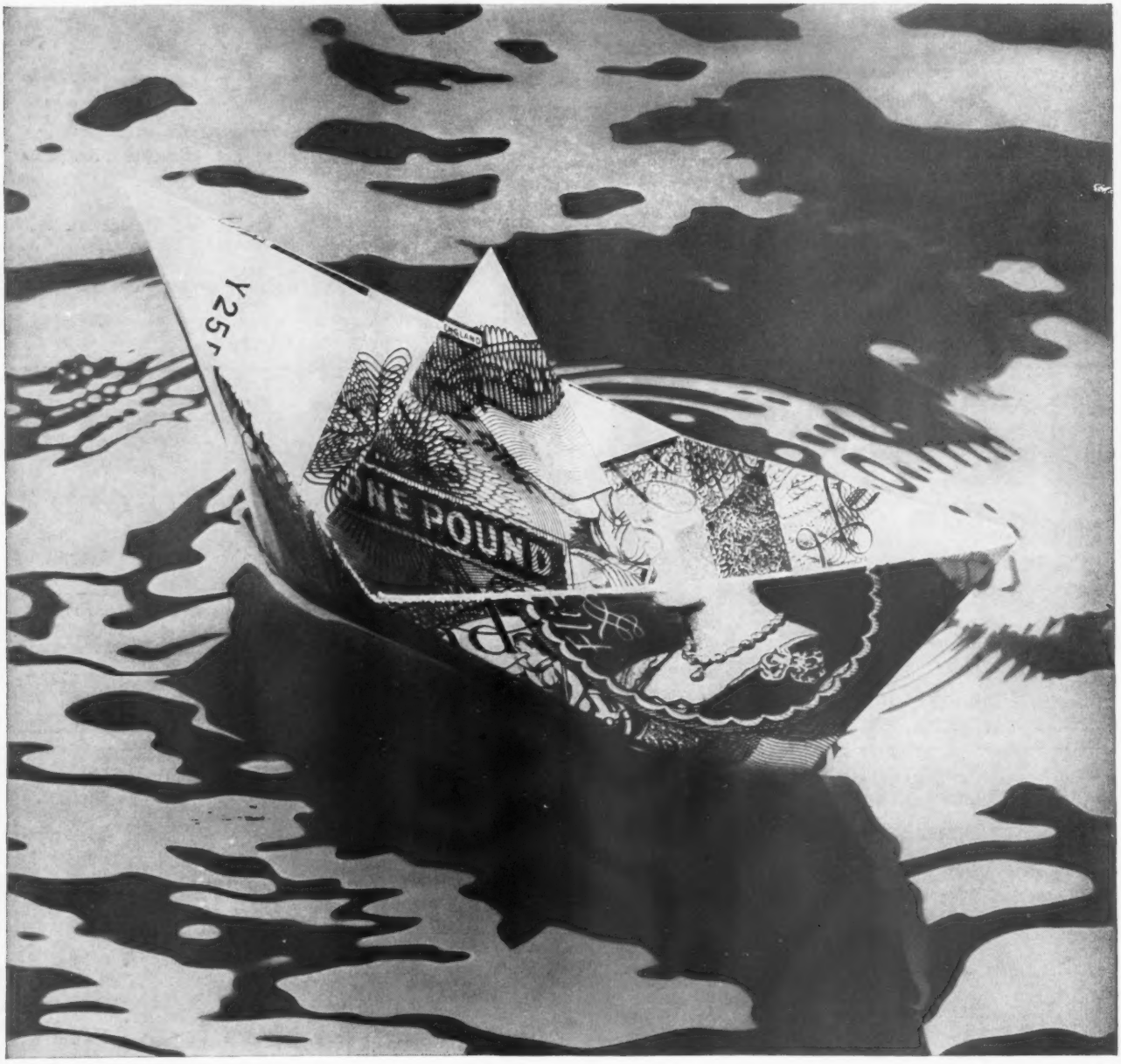
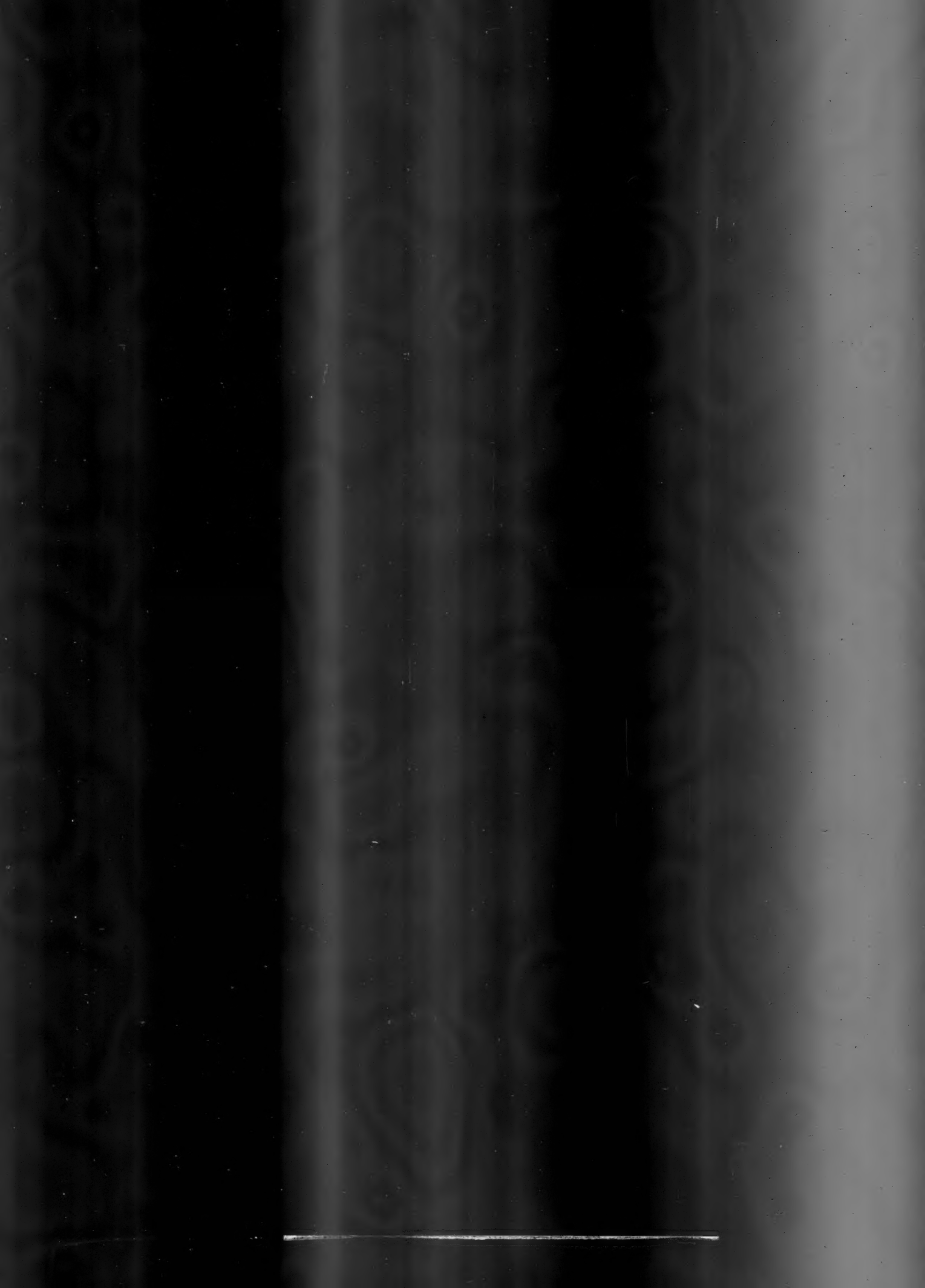
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